

Distributive trade statistics in the PHARE countries — Survey on wholesale trade 1996



EUROPEAN
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THEME 4
Industry,
trade
and services

4

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Preface

The development of a wholesale trade sector is one of the key features of a country's transition towards a market economy. It can be considered as one of the major indicators when the change is from distribution based on centralised planning to distribution based on the free decisions of enterprises specialising in sale and resale activities. Moreover this sector has played an important role in the creation of new business and employment in the Phare Countries since the early nineties.

Furthermore the objective of full economic and political integration of the Phare Countries into the European Union and the opening of these countries in the years to come, creates the need for harmonised and comparable statistics. Implementing European Statistical Standards becomes the only way to achieve this purpose.

It is in this framework that Eurostat launched the project "Structural Survey on Wholesale Trade - 1996" with the main objective to collect data on this growing economic sector. In addition, Phare Countries should be prepared to adapt in a smooth way the European standards set up in the Council Regulation 58/97 concerning structural business statistics.

The two main purposes were fully accomplished. This publication on "Wholesale Trade in the Phare Countries - 1996" is the concrete result of this action. It illustrates the wholesale trade sector in the Phare Countries in detail.

P. Díaz Muñoz
Director Eurostat / D

Luxembourg, May 1999

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National Statistical Institutes:

- Albania: Statistical Institute of Albania, Tirana
- Bulgaria: National Statistical Institute, Sofia
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- Estonia: State Statistical Office of Estonia, Tallinn
- Hungary: Hungarian Central Statistical Office, Budapest
- Latvia: Central Statistical Office of Latvia, Riga;
- Lithuania: Lithuanian Department of Statistics, Vilnius;
- Poland: Central Statistical Office, Warsaw
- Romania: National Commission for Statistics, Bucharest
- Slovak Republic: Statistical Office of the Slovak Republic, Bratislava
- Slovenia: Statistical Office of the Republic Slovenia, Ljubljana

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- Germany Statistisches Bundesamt, Wiesbaden
- Netherlands CBS, Voorburg
- Sweden Statistics Sweden, Stockholm
- United Kingdom ONS, London

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I

Introduction

I Introduction

I.1. History

Distributive trade statistics frequently figure as one of the most promising areas for bringing central European systems statistics closer in line with those of the Member States of the European Union.

A joint meeting of the Economic Commission for Europe (ECE), Eurostat and the Organisation for Economic Co-operation and Development (OECD), held in Geneva in September 1993, was the origin of the pilot project for "Improving Statistics on Distributive Trade in the Central European Countries"(CEC). At this meeting - attended by a large number of transition countries - the need for more precise data on the services economy for the CEC was expressed. The project "Improving Statistics on Distributive Trade in CEC" was then launched by Eurostat. This project was incorporated into the technical and financial assistance forwarded to the National Statistical Institutes (NSIs) of the CEC.

The three actions undertaken in the framework of the project were directed towards an improvement of the business statistics on the distributive trade sector in the Phare countries. These were:

- Action I - Retail trade.
- Action II – Production of harmonised Turnover and Employment indexes for Retail Trade and Motor Trades.
- Action III – Implementation of a structural survey on Wholesale Trade.

The results of the Action I and Action II were published by Eurostat. This publication summarises the main results of Action III.

However, the use of the project extends further. The questionnaires designed for the implementation of this project have a common basis and applicability which can also be used for other sectors of the economy. Moreover the data processing tools developed in the frame of this work have a wider applicability.

I.2. Objectives

The main objectives of the Wholesale Trade Survey 1996 were:

- to contribute to the smooth and medium term economic integration of the Phare countries into the European Union;

- to prepare the implementation of the EU structural business statistics in the Phare countries (based on the Council Regulation 58/97 concerning structural business statistics);
- to produce a first set of information on the wholesale trade sector which might allow some future policy actions in the Phare countries;
- to continue and intensify co-operation with Phare countries with the aim of collecting more information on structural business statistics from these countries

All main objectives were reached to a sufficient extent.

I.3. Some main technical details on the survey

The Structural Survey on Wholesale Trade was executed in 1996. It covered all Wholesale Trade activities defined in section G, Division 51 of the Statistical Classification of Economic Activities (NACE Rev.1).

In all Phare countries the survey was launched as a sample survey, with a sample size between about 1 500 and 22 000 enterprises, depending on the size of the participating country.

Before drawing the sample some countries used a small scanning survey in order to exclude enterprises that were dead or had ceased operating in the field of survey.

A stratified sample by activity (NACE) was constituted for each country. The sample sizes varied between about 7% and 69% of the defined universe for each country. The exceptions were Lithuania and Slovenia where the total universe was surveyed.

The sampling was structured according to the following three criteria:

- 1 – Total number of enterprises in the sector
- 2 – Number of persons employed by enterprise or Turnover
- 3 – Legal Status

The breakdown of the variable "Turnover" was used to determine the main activity of the enterprises.

I.4. Publication series and structure

The publication is structured as follows:

- Chapter II / "Overview of the countries" begins with a brief description of the works in the countries followed by tables and graphs giving a comparative outlook on the base of the results of all the countries. There are summaries on: number of enterprises, number of local units, employment and on economic and financial variables. Some general geographical and socio-economic indicators are added in this chapter.
- Chapter III / "National chapters" consists of a detailed outlook on the Wholesale Trade Sector in each of the 10 participating countries separately (with exception of Albania): Bulgaria, the Czech Republic, Estonia, Hungary, Latvia, Lithuania, Poland, Romania, the Slovak Republic and Slovenia.

In the annex methodological information can be found. It refers e.g. to Structural Business Statistics in general, to data sources, survey questionnaires and to classifications of activities and products. Finally concepts and definitions of the main variables are added.

It is important to point out that the participating countries used, as far as possible, already the concepts and definitions of the EU structural business statistics.

I.5. Conclusion

The Wholesale Trade Survey 1996 in the Phare countries is *grosso modo* in line with the data included in annex 1 and annex 3 of the structural business regulation (annex 3 not completely covered). Moreover some data provided from the Phare countries involved is, at this stage, not yet available from EU member states.

In most of the countries the harmonisation of the data with European Union Standards of methodology and concepts was completely achieved although in some cases the enterprises had some difficulties in completing the questionnaires. These difficulties were solved during the data processing phase.

Different systems of validation and controls of the data, imputation of partial responses to the questions, and extrapolation of some non-responses were techniques used to ensure the good quality of results.

For all the countries involved in this operation the general response rate to the survey (49%) was acceptable considering the large disparities among the countries. The Wholesale Trade Survey can be considered a success both in terms of quality, and of quantity of data available for the Phare countries.

The Phare countries are asked to continue the compilation of structural Business Statistics in Distributive trades in order to take over smoothly the EU standards.



Overview of the Phare Countries

II Overview of the Phare Countries

Brief description of the works in the countries

In most of the Phare countries involved in the Wholesale Trade Survey 1996 the concept "purchases of goods and services" is used. In these cases the value of the stocks in goods and materials is surveyed, which enables the calculation of the annual "consumption of goods and services" and subsequently the calculation of "value added". Other countries ask directly the "consumption of goods and services" which means that the respondents answer the expenses already corrected with the change in their own stocks.

Both of these concepts did not create any problems in the "value added" calculations except for Slovenia (see below).

Albania

The preparatory work for the survey was made but unfortunately the production of results was not possible. The accounting system used by the Albanian enterprises is completely different from the one used by the Council Regulation 58/97, base document used for this survey. The harmonisation between the two systems was not possible at the moment of the survey.

Bulgaria

The criteria used to constitute the sample was the "turnover" and not the "number of employed people by the enterprise".

This country uses the concept of "consumption of goods and services". Also different is the date on which the "number of employed people by the enterprise" is collected: 30 June instead of 31 December. Only one model of questionnaire was used.

The sample framework included 19 800 enterprises. About 6 000 enterprises were selected for the sample and the response rate was close to 100%

Czech Republic

The three models of questionnaires were used.

The sample framework included 157 200 enterprises. 11 400 enterprises were selected for the sample. A scanning survey was made on this first sample which enabled the removal of the enterprises that had ceased activity or did not have as main activity wholesale trade. This allowed the definition of the sample actually used.

Estonia

Only the smallest model of questionnaire was used.

The sample framework included 4 200 enterprises and about 2300 enterprises were selected for the sample. The response rate was about 36% but all the questionnaires received were used to produce results.

The variable "turnover" was not broken down for this country (see table EE – 5, page 64). The identification of the main activity of the enterprises was made with the information provided by the scanning survey.

Hungary

Two models of questionnaires were used.

This country uses the concept of "consumption of goods and services" in the Income Account but for the breakdown of the "consumption" the "expenses" are used. The utilisation of these two concepts as well as problems with the collection of "taxes" (VAT excluded) caused some problems in the calculation of "gross operating surplus".

The sample framework included 61 600 enterprises. About 6 500 enterprises were selected for the sample and the response rate was 41%

Latvia

Only the smallest model of questionnaire was used. The criteria used to constitute the sample was the "turnover", the same as for Bulgaria.

The breakdown of the "turnover" including VAT was surveyed but all the data was corrected to exclude VAT before further processing.

The sample framework included 2 400 enterprises. About 1 600 enterprises were selected for the sample and the response rate was 63%

Lithuania

Two models of questionnaire were used completely harmonised with Eurostat proposals.

All the enterprises in the wholesale trade were selected for the sample, 1 930 enterprises. The response rate was 52%

Poland

This country used its own questionnaires and processed the data directly.

About 21 714 enterprises from an universe of 94 175 were selected for the sample and the response rate was 62%

Romania

The sampling criteria was "turnover".

The sample framework included 17 400 enterprises. About 7 000 enterprises were selected for the sample and the response rate was 85%.

Slovak Republic

Three models of questionnaires were used. The number of "local units" was not surveyed.

The sample framework included 47 400 enterprises. About 12 000 enterprises were selected for the sample and the response rate was 19%.

Slovenia

Two models of questionnaires were used.

The variable "consumption of goods and services", including all taxes, was surveyed. As this country did not yet adopt the VAT system, the taxes on expenses are not deductible. The VAT is then calculated based on "turnover" excluding taxes and "expenses" including taxes.

The sample framework included 1 400 enterprises and all the enterprises were selected for the sample. The response rate to the survey was 77%.

Remark: The totals in the tables of this publication may not always be the sum of the components due to rounding.

Overview - Tables and graphs

1. Number of enterprises by activity (NACE), country and class of enterprise - 1996⁽¹⁾

Number of employees	NACE 51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals		51.3 Food, beverages, tobacco	
	Number	%	Number	%	Number	%	Number	%
All Countries								
Total	327 047	100	109 331	33.4	7 442	2.3	35 602	10.9
1 - 9	305 531	100	106 864	35.0	6 862	2.2	31 701	10.4
10 - 49	17 802	100	1 932	10.9	437	2.5	3 195	17.9
50 or more	3 714	100	535	14.4	143	3.9	706	19.0
Bulgaria								
Total	19 725	100	1 776	9.0	1 298	6.6	5 106	25.9
1 - 9	18 166	100	1 726	9.5	1 172	6.5	4 762	26.2
10 - 49	1 325	100	40	3.0	105	7.9	301	22.7
50 or more	234	100	10	4.3	21	9.0	43	18.4
Czech Rep								
Total	133 451	100	90 801	68.0	245	0.2	3 503	2.6
1 - 9	129 435	100	89 857	69.4	171	0.1	3 012	2.3
10 - 49	2 888	100	575	19.9	41	1.4	298	10.3
50 or more	1 128	100	369	32.7	33	2.9	193	17.1
Estonia								
Total	2 436	100	143	5.9	67	2.8	151	6.2
1 - 9	2 059	100	133	6.5	64	3.1	86	4.2
10 - 49	344	100	9	2.6	3	0.9	56	16.3
50 or more	33	100	1	3.0	-	-	9	27.3
Hungary								
Total	41 454	100	8 067	19.5	803	1.9	4 580	11.0
1 - 9	37 845	100	7 488	19.8	750	2.0	4 103	10.8
10 - 49	3 309	100	531	16.0	40	1.2	413	12.5
50 or more	300	100	48	16.0	13	4.3	64	21.3
Latvia								
Total	2 038	100	148	7.3	37	1.8	567	27.8
1 - 9	1 624	100	146	9.0	29	1.8	467	28.8
10 - 49	380	100	2	0.5	8	2.1	96	25.3
50 or more	34	100	-	-	-	-	4	11.8
Lithuania								
Total	1 755	100	-	-	41	2.3	407	23.2
1 - 9	1 262	100	-	-	34	2.7	272	21.6
10 - 49	407	100	-	-	5	1.2	98	24.1
50 or more	86	100	-	-	2	2.3	37	43.0
Poland								
Total	94 175	100	365	0.4	4 096	4.3	15 676	16.6
1 - 9	88 004	100	146	0.2	3 934	4.5	14 590	16.6
10 - 49	4 970	100	178	3.6	133	2.7	867	17.4
50 or more	1 201	100	41	3.4	29	2.4	219	18.2
Romania								
Total	14 374	100	2 246	15.6	336	2.3	4 114	28.6
1 - 9	12 143	100	1 965	16.2	257	2.1	3 334	27.5
10 - 49	1 788	100	232	13.0	50	2.8	684	38.3
50 or more	443	100	49	11.1	29	6.5	96	21.7
Slovak Rep								
Total	16 268	100	5 517	33.9	494	3.0	1 403	8.6
1 - 9	14 084	100	5 178	36.8	437	3.1	1 022	7.3
10 - 49	2 068	100	327	15.8	45	2.2	358	17.3
50 or more	116	100	12	10.3	12	10.3	23	19.8
Slovenia								
Total	1 371	100	268	19.5	25	1.8	95	6.9
1 - 9	909	100	225	24.8	14	1.5	53	5.8
10 - 49	323	100	38	11.8	7	2.2	24	7.4
50 or more	139	100	5	3.6	4	2.9	18	12.9

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
Number	%	Number	%	Number	%	Number	%	
All Countries								
50 458	15.4	31 012	9.5	21 195	6.5	72 007	22.0	Total
46 658	15.3	27 577	9.0	19 731	6.5	66 138	21.6	1 - 9
3 093	17.4	2 818	15.8	1 210	6.8	5 117	28.7	10 - 49
707	19.0	617	16.6	254	6.8	752	20.2	50 or more
Bulgaria								
3 821	19.4	4 261	21.6	1 439	7.3	2 024	10.3	Total
3 558	19.6	3 790	20.9	1 234	6.8	1 924	10.6	1 - 9
228	17.2	391	29.5	181	13.7	79	6.0	10 - 49
35	15.0	80	34.2	24	10.3	21	9.0	50 or more
Czech Rep								
16 616	12.5	3 568	2.7	5 204	3.9	13 514	10.1	Total
15 738	12.2	3 067	2.4	4 834	3.7	12 756	9.9	1 - 9
615	21.3	398	13.8	275	9.5	686	23.8	10 - 49
263	23.3	103	9.1	95	8.4	72	6.4	50 or more
Estonia								
300	12.3	558	22.9	53	2.2	1 164	47.8	Total
285	13.8	441	21.4	27	1.3	1 023	49.7	1 - 9
15	4.4	103	29.9	26	7.6	132	38.4	10 - 49
-	-	14	42.4	-	-	9	27.3	50 or more
Hungary								
6 313	15.2	2 024	4.9	1 388	3.3	18 279	44.1	Total
5 578	14.7	1 726	4.6	1 211	3.2	16 989	44.9	1 - 9
647	19.6	261	7.9	158	4.8	1 259	38.0	10 - 49
88	29.3	37	12.3	19	6.3	31	10.3	50 or more
Latvia								
352	17.3	336	16.5	64	3.1	534	26.2	Total
284	17.5	249	15.3	41	2.5	408	25.1	1 - 9
60	15.8	77	20.3	17	4.5	120	31.6	10 - 49
8	23.5	10	29.4	6	17.6	6	17.6	50 or more
Lithuania								
498	28.4	458	26.1	137	7.8	214	12.2	Total
375	29.7	327	25.9	84	6.7	170	13.5	1 - 9
105	25.8	112	27.5	45	11.1	42	10.3	10 - 49
18	20.9	19	22.1	8	9.3	2	2.3	50 or more
Poland								
17 316	18.4	16 225	17.3	11 302	12.0	29 165	31.0	Total
16 508	18.8	15 242	17.3	11 065	12.6	26 519	30.0	1 - 9
659	13.3	803	16.2	187	3.8	2 143	43.0	10 - 49
149	12.4	210	17.5	50	4.2	503	41.9	50 or more
Romania								
2 232	15.5	1 287	9.0	336	2.3	3 823	26.6	Total
1 867	15.4	1 016	8.4	222	1.8	3 482	28.7	1 - 9
270	15.1	191	10.7	80	4.5	281	15.7	10 - 49
95	21.4	80	18.1	34	7.7	60	13.5	50 or more
Slovak Rep								
2 818	17.3	1 979	12.2	1 127	6.9	2 930	18.0	Total
2 338	16.6	1 555	11.0	925	6.6	2 629	18.7	1 - 9
456	22.1	409	19.8	190	9.2	283	13.7	10 - 49
24	20.7	15	12.9	12	10.3	18	15.5	50 or more
Slovenia								
192	14.0	286	20.9	145	10.6	360	26.3	Total
127	14.0	164	18.0	88	9.7	238	26.2	1 - 9
38	11.8	73	22.6	51	15.8	92	28.5	10 - 49
27	19.4	49	35.3	6	4.3	30	21.6	50 or more

2. Number of local units by activity (NACE) and country - 1996

	NACE 51 Wholesale trade and commission trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco	51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade
All countries	359 908	111 513	8 577	41 372	56 128	34 344	23 294	84 680
Bulgaria	23 536	1 785	1 744	6 046	4 554	5 456	1 663	2 288
Czech Rep	150 854	96 729	598	4 853	20 401	4 870	7 438	15 965
Estonia	2 510	143	67	166	302	587	54	1 191
Hungary	49 096	9 458	1 248	6 364	8 094	2 380	1 675	19 877
Latvia	2 607	156	46	742	433	434	94	702
Lithuania	1 953	-	47	489	544	484	160	229
Poland	111 761	609	4 417	17 792	19 082	18 284	11 659	39 918
Romania	15 748	2 337	380	4 731	2 479	1 390	390	4 041
Slovak Rep	-	-	-	-	-	-	-	-
Slovenia	1 843	296	30	189	239	459	161	469

3. Geographic and socio-economic indicators by country - 1996

	Population (1 000)	Area (1 000 km ²)	Popul. Density (inh./ km ²)	Enterprises / / 10 000 inh. (Number)	Purchase Power Parity	Price level index	ECU exchange rates (Nat. currency)	GDP per head (ECU)
All countries	105 231.8	1 117.0	97.1	31	2500
Bulgaria	8 384.7	111.0	75.5	24	45.5	20	221.9	900
Czech Rep	10 321.3	78.9	130.9	129	12.7	37	34.5	4 400
Estonia	1 476.3	45.3	32.6	17	5.8	38	15.3	2 300
Hungary	10 212.3	93.0	109.8	41	78.7	41	193.7	3 500
Latvia	2 501.7	64.6	38.7	8	0.2	35	0.7	1 600
Lithuania	3 711.9	65.3	56.8	5	1.6	32	5.1	1 700
Poland	38 609.4	322.6	119.7	24	1.5	44	3.4	2 800
Romania	22 656.1	238.4	95.0	6	788.2	20	3.9	1 200
Slovak Rep	5 367.8	49.0	109.5	30	13.2	34	39.0	2 700
Slovenia	1 990.3	20.3	98.3	7	104.1	61	171.8	7 300

Price level index: PPP / exchange rate

Sources: Eurostat, NSO.

4. Employment by country - 1996

	Total number of persons employed	Number of self-employed	Number of family workers	Number of employees	Of which: Full-time employees	Of which: Part-time employees
All countries	1 564 160	356 618	23 027	1 184 515	1 074 571	109 944
Bulgaria	98 099	20 663	3 477	73 959	70 722	3 237
Czech Rep	366 240	102 318	15 290	248 632	199 049	49 583
Estonia	15 642	1 710	289	13 643	12 596	1 047
Hungary	185 629	24 703	579	160 347	151 326	9 021
Latvia	15 036	480	92	14 464	13 716	748
Lithuania	21 259	370	56	20 833	19 499	1 334
Poland	55 7371	151 238	921	405 212	380 447	24 765
Romania	158 694	32 433	329	125 932	114 842	11 090
Slovak Rep	109 758	22 471	1 958	85 329	76 808	8 521
Slovenia	36 432	232	36	36 164	35 566	598

Figure 1 - Number of persons employed by country - 1996

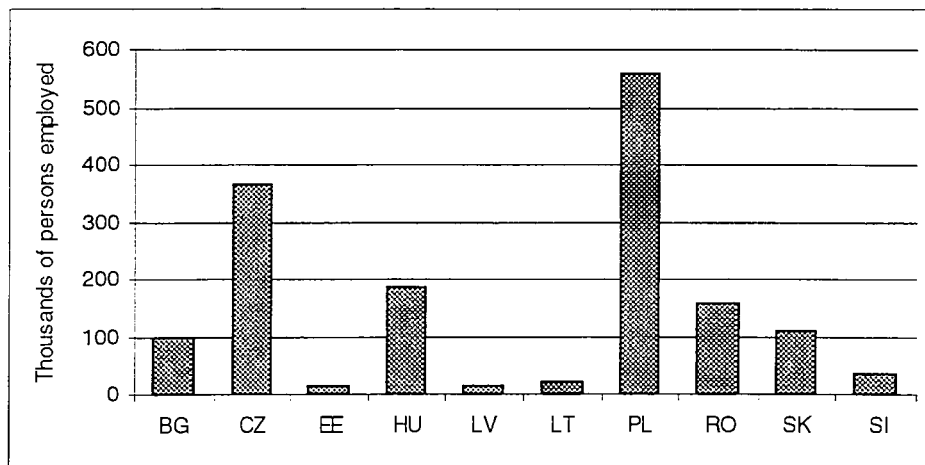
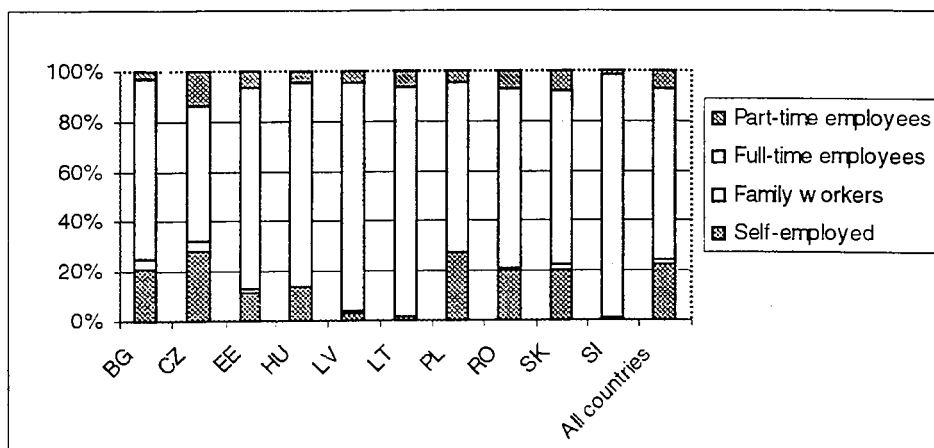


Figure 2 – Composition of employment by professional status - 1996



5. Number of persons employed by activity (NACE), country and class of enterprise - 1996⁽¹⁾

Number of employees	NACE 51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals		51.3 Food, beverages, tobacco	
	Number	%	Number	%	Number	%	Number	%
All Countries								
Total	1 564 160	100	216 166	13.8	50 531	3.2	290 090	18.5
1 - 9	668 993	100	132 723	19.8	15 546	2.3	98 783	14.8
10 - 49	365 857	100	38 169	10.4	10 356	2.8	67 667	18.5
50 or more	529 310	100	45 274	8.6	24 629	4.7	123 640	23.4
Bulgaria								
Total	98 099	100	5 611	5.7	7 019	7.2	22 065	22.5
1 - 9	42 427	100	3 543	8.4	2 588	6.1	11 334	26.7
10 - 49	28 723	100	922	3.2	2 517	8.8	5 895	20.5
50 or more	26 949	100	1 146	4.3	1 914	7.1	4 836	17.9
Czech Rep								
Total	366 240	100	126 334	34.5	6 608	1.8	63 533	17.3
1 - 9	160 262	100	89 359	55.8	233	0.1	6 212	3.9
10 - 49	59 103	100	10 333	17.5	1 321	2.2	6 874	11.6
50 or more	146 875	100	26 642	18.1	5 054	3.4	50 447	34.3
Estonia								
Total	15 642	100	438	2.8	258	1.6	2 768	17.7
1 - 9	5 585	100	234	4.2	192	3.4	399	7.1
10 - 49	6 994	100	153	2.2	66	0.9	1 164	16.6
50 or more	3 063	100	51	1.7	-	-	1 205	39.3
Hungary								
Total	185 629	100	32 248	17.4	4 224	2.3	30 807	16.6
1 - 9	83 933	100	16 729	19.9	1 768	2.1	9 675	11.5
10 - 49	56 317	100	9 605	17.1	773	1.4	7 304	13.0
50 or more	45 379	100	5 914	13.0	1 683	3.7	13 828	30.5
Latvia								
Total	15 036	100	373	2.5	191	1.3	3 555	23.6
1 - 9	5 409	100	337	6.2	79	1.5	1 661	30.7
10 - 49	6 906	100	36	0.5	112	1.6	1 694	24.5
50 or more	2 721	100	-	-	-	-	200	7.4
Lithuania								
Total	21 259	100	-	-	382	1.8	6 311	29.7
1 - 9	4 698	100	-	-	137	2.9	965	20.5
10 - 49	8 625	100	-	-	100	1.2	2 188	25.4
50 or more	7 936	100	-	-	145	1.8	3 158	39.8
Poland								
Total	557 371	100	8 707	1.6	14 339	2.6	99 427	17.8
1 - 9	259 218	100	901	0.3	7 693	3.0	48 904	18.9
10 - 49	109 929	100	3 596	3.3	3 209	2.9	19 820	18.0
50 or more	188 224	100	4 210	2.2	3 437	1.8	30 703	16.3
Romania								
Total	158 694	100	19 016	12.0	11 962	7.5	42 292	26.7
1 - 9	52 614	100	8 188	15.6	1 148	2.2	15 431	29.3
10 - 49	39 858	100	5 247	13.2	1 060	2.7	14 713	36.9
50 or more	66 222	100	5 581	8.4	9 754	14.7	12 148	18.3
Slovak Rep								
Total	109 758	100	21 582	19.7	5 068	4.6	15 281	13.9
1 - 9	51 032	100	12 604	24.7	1 669	3.3	3 926	7.7
10 - 49	42 876	100	7 706	18.0	1 054	2.5	7 548	17.6
50 or more	15 850	100	1 272	8.0	2 345	14.8	3 807	24.0
Slovenia								
Total	36 432	100	1 857	5.1	480	1.3	4 051	11.1
1 - 9	3 815	100	828	21.7	39	1.0	276	7.2
10 - 49	6 526	100	571	8.7	144	2.2	467	7.2
50 or more	26 091	100	458	1.8	297	1.1	3 308	12.7

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
Number	%	Number	%	Number	%	Number	%	
271 476	17.4	240 899	15.4	107 559	6.9	387 439	24.8	All Countries
115 427	17.3	84 235	12.6	54 933	8.2	167 346	25.0	Total
65 039	17.8	58 383	16.0	24 934	6.8	101 309	27.7	1 - 9
91 010	17.2	98 281	18.6	27 692	5.2	118 784	22.4	10 - 49
								50 or more
17 172	17.5	28 207	28.8	9 890	10.1	8 135	8.3	Bulgaria
7 773	18.3	10 006	23.6	3 412	8.0	3 771	8.9	Total
4 886	17.0	8 884	30.9	3 969	13.8	1 650	5.7	1 - 9
4 513	16.7	9 317	34.6	2 509	9.3	2 714	10.1	10 - 49
								50 or more
64 975	17.7	29 838	8.1	26 276	7.2	48 676	13.3	Czech Rep
25 920	16.2	7 446	4.6	9 926	6.2	21 166	13.2	Total
14 483	24.5	7 401	12.5	5 970	10.1	12 721	21.5	1 - 9
24 572	16.7	14 991	10.2	10 380	7.1	14 789	10.1	10 - 49
								50 or more
939	6.0	4 605	29.4	678	4.3	5 956	38.1	Estonia
639	11.4	1 423	25.5	113	2.0	2 585	46.3	Total
300	4.3	2 006	28.7	565	8.1	2 740	39.2	1 - 9
-	-	1 176	38.4	-	-	631	20.6	10 - 49
								50 or more
39 001	21.0	14 741	7.9	7496	4.0	57 112	30.8	Hungary
14 318	17.1	4 441	5.3	2737	3.3	34 265	40.8	Total
11 329	20.1	4 581	8.1	2711	4.8	20 014	35.5	1 - 9
13 354	29.4	5 719	12.6	2048	4.5	2 833	6.2	10 - 49
								50 or more
2 590	17.2	3 000	20.0	860	5.7	4 467	29.7	Latvia
949	17.5	848	15.7	157	2.9	1 378	25.5	Total
1 099	15.9	1 365	19.8	279	4.0	2 321	33.6	1 - 9
542	19.9	787	28.9	424	15.6	768	28.2	10 - 49
								50 or more
5 402	25.4	5 488	25.8	2 185	10.3	1 491	7.0	Lithuania
1 401	29.8	1 317	28.0	325	6.9	553	11.8	Total
2 309	26.8	2 362	27.4	914	10.6	752	8.7	1 - 9
1 692	21.3	1 809	22.8	946	11.9	186	2.3	10 - 49
								50 or more
85 799	15.4	99 600	17.9	42 153	7.6	207 346	37.2	Poland
45 236	17.5	45 894	17.7	31 965	12.3	78 625	30.3	Total
13 990	12.7	18 197	16.6	3 899	3.5	47 218	43.0	1 - 9
26 573	14.1	35 509	18.9	6 289	3.3	81 503	43.3	10 - 49
								50 or more
26358	16.6	22 860	14.4	6 350	4.0	29 856	18.8	Romania
8230	15.6	5 186	9.9	1 245	2.4	13 186	25.1	Total
6381	16.0	4 008	10.1	1 920	4.8	6 529	16.4	1 - 9
11747	17.7	13 666	20.6	3 185	4.8	10 141	15.3	10 - 49
								50 or more
23 001	21.0	17 696	16.1	9 585	8.7	17 545	16.0	Slovak Rep
10 417	20.4	6 926	13.6	4 693	9.2	10 797	21.2	Total
9 513	22.2	8 169	19.1	3 585	8.4	5 301	12.4	1 - 9
3 071	19.4	2 601	16.4	1 307	8.2	1 447	9.1	10 - 49
								50 or more
6 239	17.1	14 864	40.8	2 086	5.7	6 855	18.8	Slovenia
544	14.3	748	19.6	360	9.4	1 020	26.7	Total
749	11.5	1 410	21.6	1 122	17.2	2 063	31.6	1 - 9
4 946	19.0	12 706	48.7	604	2.3	3 772	14.5	10 - 49
								50 or more

6. Turnover by activity (NACE), country and class of enterprise - 1996⁽¹⁾

Number of employees	NACE 51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals		51.3 Food, beverages, tobacco	
	Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%
All Countries								
Total	132 979	100	9 997	7.5	4 434	3.3	23 520	17.7
1 - 9	45 350	100	4 855	10.7	1 575	3.5	8 492	18.7
10 - 49	36 100	100	2 705	7.5	966	2.7	6 394	17.7
50 or more	51 531	100	2 438	4.7	1 892	3.7	8 639	16.8
Bulgaria								
Total	4 566	100	66	1.4	218	4.8	624	13.7
1 - 9	1 504	100	28	1.9	97	6.4	370	24.6
10 - 49	1 803	100	25	1.4	70	3.9	194	10.8
50 or more	1 260	100	13	1.0	51	4.0	60	4.8
Czech Rep								
Total	23 282	100	3 896	16.7	708	3.0	2 505	10.8
1 - 9	7 454	100	2 164	29.0	40	0.5	395	5.3
10 - 49	5 114	100	582	11.4	258	5.0	673	13.2
50 or more	10 714	100	1 151	10.7	409	3.8	1 438	13.4
Estonia								
Total	1 284	100	14	1.1	44	3.4	296	23.1
1 - 9	373	100	6	1.6	39	10.5	59	15.8
10 - 49	678	100	7	1.0	6	0.9	123	18.1
50 or more	233	100	1	0.4	-	-	115	49.4
Hungary								
Total	17 039	100	2 365	13.9	955	5.6	3 510	20.6
1 - 9	6 736	100	1 285	19.1	340	5.0	689	10.2
10 - 49	5 066	100	726	14.3	70	1.4	655	12.9
50 or more	5 238	100	354	6.8	545	10.4	2 166	41.4
Latvia								
Total	933	100	9	1.0	4	0.5	244	26.2
1 - 9	323	100	7	2.3	3	0.9	103	31.8
10 - 49	456	100	2	0.4	2	0.3	129	28.3
50 or more	153	100	-	-	-	-	12	8.1
Lithuania								
Total	1 899	100	-	-	21	1.1	485	25.6
1 - 9	434	100	-	-	8	1.9	175	40.4
10 - 49	751	100	-	-	5	0.7	161	21.4
50 or more	715	100	-	-	8	1.1	150	20.9
Poland								
Total	59 860	100	989	1.7	1 511	2.5	11 607	19.4
1 - 9	20 056	100	167	0.8	705	3.5	5 466	27.3
10 - 49	14 212	100	420	3.0	296	2.1	2 543	17.9
50 or more	25 591	100	401	1.6	510	2.0	3 598	14.1
Romania								
Total	7 739	100	850	11.0	376	4.9	1 877	24.3
1 - 9	2 722	100	342	12.6	93	3.4	815	29.9
10 - 49	2 120	100	251	11.8	63	3.0	688	32.5
50 or more	2 896	100	257	8.9	219	7.6	375	12.9
Slovak Rep								
Total	11 711	100	1 514	12.9	459	3.9	1 833	15.7
1 - 9	5 032	100	709	14.1	227	4.5	363	7.2
10 - 49	4 859	100	607	12.5	96	2.0	1 150	23.7
50 or more	1 821	100	198	10.9	136	7.5	320	17.6
Slovenia								
Total	4 667	100	294	6.3	137	2.9	539	11.5
1 - 9	716	100	146	20.4	23	3.2	57	8.0
10 - 49	1 042	100	85	8.2	100	9.6	78	7.5
50 or more	2 910	100	63	2.2	14	0.5	405	13.9

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%	
20 278	15.2	29 781	22.4	8 524	6.4	36 443	27.4	All Countries
6 727	14.8	7 008	15.5	4 125	9.1	12 571	27.7	Total
5 705	15.8	6 798	18.8	2 072	5.7	11 460	31.7	1 - 9
7 846	15.2	15 977	31.0	2 327	4.5	12 410	24.1	10 - 49
								50 or more
495	10.8	2 689	58.9	264	5.8	211	4.6	Bulgaria
186	12.4	628	41.8	90	6.0	105	7.0	Total
199	11.0	1 166	64.8	96	5.3	51	2.8	1 - 9
109	8.7	894	71.1	78	6.2	54	4.3	10 - 49
								50 or more
5 431	23.3	4 138	17.8	2 278	9.8	4 326	18.6	Czech Rep
1 692	22.7	778	10.4	884	11.9	1 503	20.2	Total
1 307	25.6	649	12.7	577	11.3	1 068	20.9	1 - 9
2 432	22.7	2 711	25.3	817	7.6	1 755	16.4	10 - 49
								50 or more
134	10.4	452	35.3	38	3.0	305	23.8	Estonia
52	13.9	122	32.7	5	1.3	91	24.4	Total
82	12.1	252	37.2	33	4.9	175	25.8	1 - 9
-	-	79	33.9	-	-	38	16.3	10 - 49
								50 or more
2 590	15.2	1 668	9.8	764	4.5	5 187	30.4	Hungary
803	11.9	516	7.7	297	4.4	2 805	41.6	Total
814	16.1	503	9.9	256	5.1	2 043	40.3	1 - 9
974	18.6	649	12.4	211	4.0	339	6.5	10 - 49
								50 or more
131	14.1	230	24.6	31	3.3	282	30.3	Latvia
40	12.3	76	23.5	8	2.4	87	26.8	Total
73	16.1	101	22.2	6	1.2	143	31.4	1 - 9
18	12.0	53	34.3	18	11.5	52	34.2	10 - 49
								50 or more
315	16.6	902	47.5	104	5.5	70	3.7	Lithuania
77	17.7	132	30.5	19	4.5	22	5.1	Total
166	22.1	334	44.4	40	5.3	45	6.0	1 - 9
73	10.2	437	61.1	45	6.3	3	0.4	10 - 49
								50 or more
7 116	11.9	13 430	22.4	3 675	6.1	21 531	36.0	Poland
2 559	12.8	2 860	14.3	2 311	11.5	5 989	29.9	Total
1 561	11.0	2 430	17.1	490	3.4	6 472	45.5	1 - 9
2 996	11.7	8 141	31.8	875	3.4	9 071	35.4	10 - 49
								50 or more
1 188	15.4	1 486	19.2	298	3.9	1 664	21.5	Romania
419	15.4	250	9.2	62	2.3	742	27.3	Total
362	17.1	253	11.9	77	3.6	426	20.1	1 - 9
407	14.1	983	33.9	159	5.5	497	17.2	10 - 49
								50 or more
2 190	18.7	3 056	26.1	816	7.0	1 843	15.7	Slovak Rep
804	16.0	1 493	29.7	394	7.8	1 042	20.7	Total
1 029	21.2	953	19.6	327	6.7	697	14.3	1 - 9
357	19.6	610	33.6	95	5.2	104	5.7	10 - 49
								50 or more
687	14.7	1 730	37.1	256	5.5	1 023	21.9	Slovenia
96	13.4	153	21.4	55	7.7	186	26.0	Total
111	10.7	157	15.1	171	16.4	340	32.6	1 - 9
480	16.5	1 421	48.8	30	1.0	497	17.1	10 - 49
								50 or more

Figure 3 – Number of persons employed by activity (NACE) - 1996

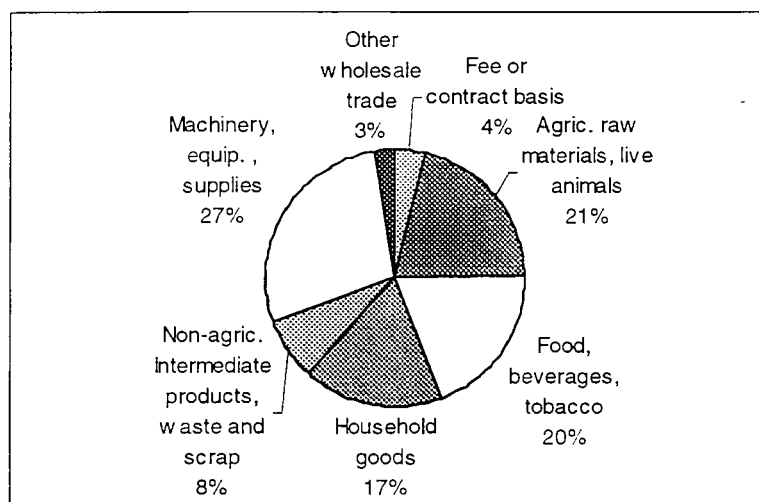


Figure 4 – Turnover by activity (NACE) - 1996

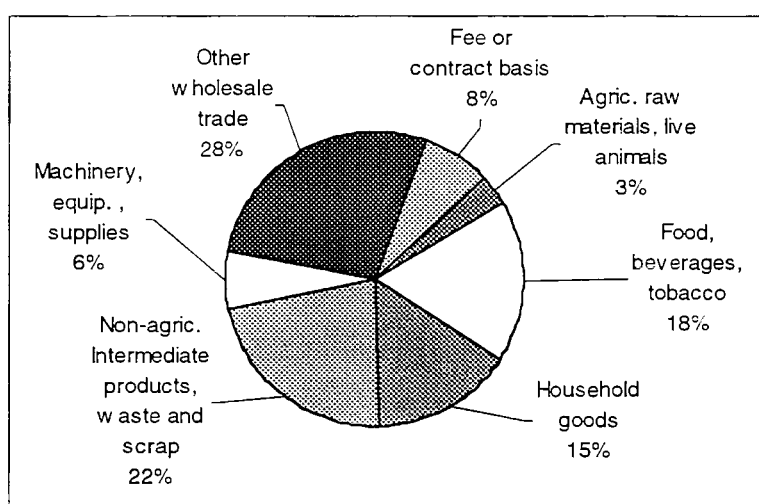


Figure 5 – Personnel costs by activity (NACE) - 1996

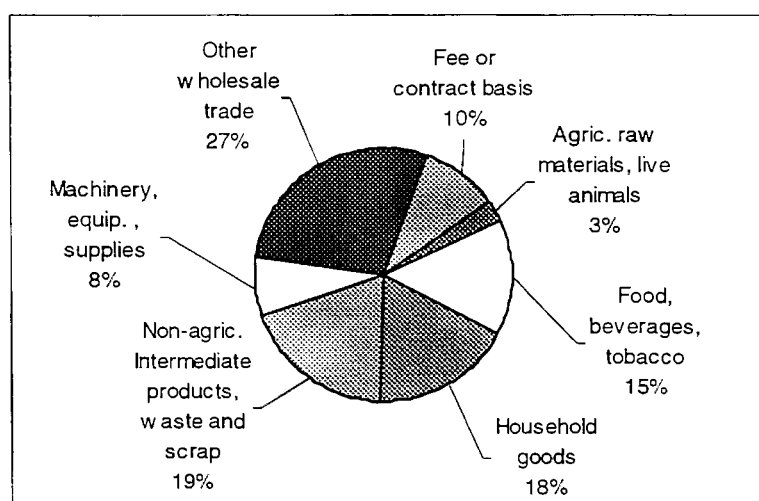


Figure 6 – Production value by activity (NACE) - 1996

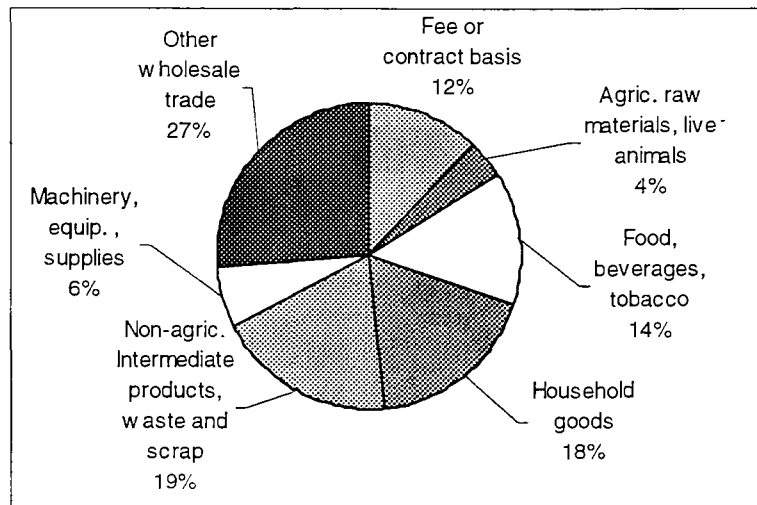


Figure 7 – Value added at factor cost by activity (NACE) - 1996

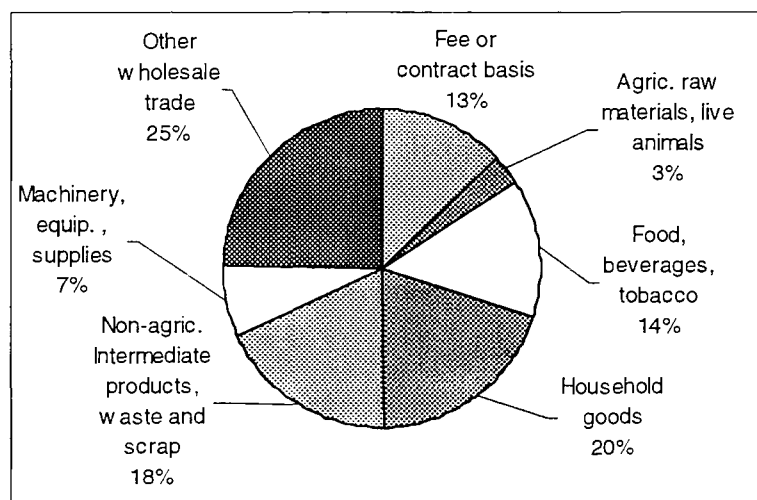
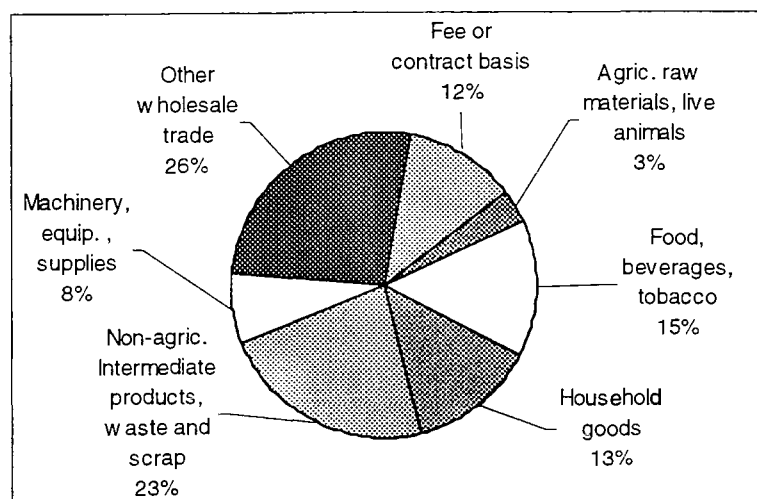


Figure 8 – Gross investment in tangible goods by activity (NACE) - 1996



7. Personnel cost by activity (NACE), country and class of enterprise - 1996⁽¹⁾

Number of employees	NACE 51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals		51.3 Food, beverages, tobacco	
	Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%
All Countries								
Total	4 874	100	476	9.8	131	2.7	714	14.6
1 - 9	975	100	128	13.1	14	1.5	121	12.4
10 - 49	1 483	100	173	11.6	36	2.5	182	12.3
50 or more	2 418	100	177	7.3	79	3.3	413	17.1
Bulgaria								
Total	68	100	3	4.4	5	7.4	10	14.7
1 - 9	12	100	1	8.3	1	8.3	3	25.0
10 - 49	25	100	1	4.0	2	8.0	4	16.0
50 or more	32	100	1	3.1	2	6.3	4	12.5
Czech Rep								
Total	1 021	100	183	17.9	31	3.0	137	13.4
1 - 9	201	100	44	21.9	0	0	9	4.5
10 - 49	279	100	45	16.1	8	2.9	30	10.8
50 or more	540	100	94	17.4	23	4.3	98	18.1
Estonia								
Total	52	100	1	1.9	1	1.9	10	19.2
1 - 9	10	100	1	10.0	0	0	1	10.0
10 - 49	30	100	0	2.3	0	1.3	5	16.7
50 or more	13	100	0	0	-	-	5	38.5
Hungary								
Total	740	100	116	15.7	18	2.4	117	15.8
1 - 9	212	100	39	18.4	4	1.9	20	9.4
10 - 49	261	100	49	18.8	2	0.8	20	7.7
50 or more	267	100	29	10.9	12	4.5	76	28.5
Latvia								
Total	22	100	0	1.9	0	1.6	4	19.9
1 - 9	7	100	0	5.9	0	2.3	2	26.8
10 - 49	10	100	0	0.3	0	1.9	2	22.7
50 or more	6	100	-	-	-	-	0	6.3
Lithuania								
Total	38	100	-	-	1	1.9	9	22.8
1 - 9	7	100	-	-	0	3.0	1	18.9
10 - 49	15	100	-	-	0	0.8	3	21.2
50 or more	16	100	-	-	0	2.5	4	26.0
Poland								
Total	1 911	100	57	3.0	34	1.8	292	15.3
1 - 9	333	100	7	2.0	5	1.5	63	18.8
10 - 49	536	100	22	4.0	16	3.0	71	13.2
50 or more	1 042	100	28	2.7	13	1.3	159	15.2
Romania								
Total	206	100	26	12.6	19	9.2	40	19.4
1 - 9	36	100	6	16.7	1	2.8	10	27.8
10 - 49	49	100	7	14.6	1	2.0	14	29.2
50 or more	121	100	13	10.8	16	13.3	16	13.3
Slovak Rep								
Total	377	100	66	17.5	16	4.2	52	13.8
1 - 9	119	100	22	18.5	2	1.7	9	7.6
10 - 49	191	100	38	19.9	4	2.1	28	14.7
50 or more	67	100	6	9.0	9	13.4	15	22.4
Slovenia								
Total	439	100	24	5.5	6	1.4	43	9.8
1 - 9	38	100	8	20.5	1	2.6	3	7.9
10 - 49	86	100	11	12.6	3	3.4	5	5.7
50 or more	315	100	6	1.9	3	1.0	36	11.4

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%	
878	18.0	922	18.9	367	7.5	1 385	28.4	All Countries
169	17.3	142	14.6	101	10.3	301	30.9	Total
251	16.9	218	14.7	122	8.3	498	33.6	1 - 9
458	18.9	562	23.2	144	6.0	586	24.2	10 - 49
								50 or more
14	20.6	24	35.3	8	11.8	4	5.9	Bulgaria
2	16.7	3	25.0	1	8.3	1	8.3	Total
4	16.0	8	32.0	5	20.0	1	4.0	1 - 9
8	25.0	13	40.6	2	6.3	2	6.3	10 - 49
								50 or more
248	24.3	130	12.7	120	11.8	172	16.8	Czech Rep
39	19.4	24	11.9	29	14.4	56	27.9	Total
70	25.1	32	11.5	35	12.5	59	21.1	1 - 9
139	25.7	74	13.7	55	10.2	57	10.6	10 - 49
								50 or more
3	5.8	19	36.5	3	5.8	15	28.8	Estonia
1	10.0	4	40.0	0	0.0	3	30.0	Total
2	6.7	9	30.0	3	10.0	10	33.3	1 - 9
-	-	6	46.2	-	-	2	15.4	10 - 49
								50 or more
154	20.8	75	10.1	38	5.1	221	29.9	Hungary
39	18.4	15	7.1	11	5.2	84	39.6	Total
44	16.9	19	7.3	14	5.4	112	42.9	1 - 9
70	26.2	41	15.4	14	5.2	25	9.4	10 - 49
								50 or more
4	17.9	4	18.6	2	7.0	7	33.2	Latvia
1	17.0	1	16.8	0	3.1	2	28.0	Total
2	17.2	2	18.5	0	4.8	4	34.6	1 - 9
1	20.5	1	20.8	1	15.5	2	36.9	10 - 49
								50 or more
10	26.9	11	28.8	5	13.2	2	6.4	Lithuania
2	28.6	2	30.0	1	8.6	1	11.0	Total
4	24.6	5	31.4	2	13.3	1	8.7	1 - 9
5	28.4	4	25.7	2	15.1	0	2.2	10 - 49
								50 or more
253	13.2	375	19.6	112	5.8	788	41.2	Poland
48	14.3	62	18.5	39	11.7	111	33.2	Total
62	11.6	85	15.9	27	5.0	253	47.3	1 - 9
143	13.7	228	21.9	46	4.4	424	40.7	10 - 49
								50 or more
34	16.0	37	18.0	12	5.8	39	18.9	Romania
6	16.7	4	11.1	1	2.8	8	22.2	Total
8	16.7	6	12.2	3	6.1	9	18.8	1 - 9
19	15.8	27	22.5	7	5.8	22	18.3	10 - 49
								50 or more
84	22.3	70	18.6	38	10.1	52	13.8	Slovak Rep
26	21.8	19	16.0	16	13.4	25	21.0	Total
45	23.6	37	19.9	16	8.4	22	11.5	1 - 9
13	19.4	13	19.4	6	9.0	5	7.5	10 - 49
								50 or more
74	16.9	177	40.3	30	6.8	84	19.1	Slovenia
5	12.8	8	20.5	3	7.7	11	28.2	Total
10	11.5	15	17.0	17	19.3	27	30.7	1 - 9
60	19.0	154	48.7	11	3.5	47	14.9	10 - 49
								50 or more

8.

Production value by activity (NACE), country and class of enterprise - 1996⁽¹⁾

Number of employees	NACE 51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals [*]		51.3 Food, beverages, tobacco	
	Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%
All Countries								
Total	40 225	100	4 824	12.0	1 629	4.0	5 644	14.0
1 - 9	17 263	100	2 806	16.3	535	3.1	2 569	14.9
10 - 49	9 819	100	979	10.0	307	3.1	1 061	10.8
50 or more	13 144	100	1 039	7.9	785	6.0	2 014	15.3
Bulgaria								
Total	1 151	100	60	5.2	92	8.0	184	16.0
1 - 9	520	100	26	5.0	41	7.9	124	23.8
10 - 49	436	100	21	4.8	31	7.1	43	9.9
50 or more	196	100	13	6.6	20	10.2	17	8.7
Czech Rep								
Total	7 458	100	2 394	32.1	220	2.9	532	7.1
1 - 9	4 036	100	1 613	40.0	11	0.3	121	3.0
10 - 49	1 280	100	196	15.3	35	2.7	105	8.2
50 or more	2 142	100	585	27.3	174	8.1	306	14.3
Estonia								
Total	836	100	11	1.3	39	4.7	220	26.3
1 - 9	260	100	5	1.9	35	13.5	39	15.0
10 - 49	420	100	5	1.2	4	1.0	89	21.2
50 or more	156	100	1	0.6	-	-	92	59.0
Hungary								
Total	8 435	100	1 144	13.6	387	4.6	841	10.0
1 - 9	3 607	100	573	15.9	97	2.7	221	6.1
10 - 49	2 802	100	404	14.4	48	1.7	194	6.9
50 or more	2 026	100	167	8.2	241	11.9	426	21.0
Latvia								
Total	329	100	5	1.5	1	0.3	80	24.4
1 - 9	114	100	4	3.9	1	0.5	42	36.6
10 - 49	164	100	0	0.2	0	0.2	34	20.6
50 or more	51	100	-	-	-	-	5	9.2
Lithuania								
Total	676	100	-	-	4	0.6	179	26.4
1 - 9	221	100	-	-	1	0.4	135	61.2
10 - 49	114	100	-	-	2	1.7	20	17.3
50 or more	342	100	-	-	1	0.3	24	7.0
Poland								
Total	12 619	100	245	1.9	453	3.6	2 363	18.7
1 - 9	5 860	100	30	0.5	213	3.6	1 500	25.6
10 - 49	2 353	100	94	4.0	61	2.6	282	12.0
50 or more	4 406	100	122	2.8	179	4.1	580	13.2
Romania								
Total	1 578	100	230	14.6	84	5.3	338	21.4
1 - 9	558	100	78	14.0	15	2.7	134	24.0
10 - 49	467	100	81	17.3	10	2.1	123	26.3
50 or more	553	100	72	13.0	59	10.7	81	14.6
Slovak Rep								
Total	2 438	100	439	18.0	211	8.7	368	15.1
1 - 9	1 370	100	331	24.2	99	7.2	196	14.3
10 - 49	740	100	93	12.6	16	2.2	93	12.6
50 or more	328	100	15	4.6%	96	29.3	78	23.8
Slovenia								
Total	4 704	100	296	6.3	138	2.9	540	11.5
1 - 9	717	100	146	20.4	23	3.2	57	7.9
10 - 49	1 043	100	85	8.1	100	9.6	78	7.5
50 or more	2 945	100	64	2.2	14	0.5	405	13.8

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%	
7 311	18.2	7 743	19.2	2 565	6.4	10 511	26.1	All Countries
3 431	19.9	2 272	13.2	1 315	7.6	4 330	25.1	Total
1 720	17.5	1 682	17.1	704	7.2	3 367	34.3	1 - 9
2 160	16.4	3 790	28.8	544	4.1	2 816	21.4	10 - 49
								50 or more
158	13.7	492	42.7	86	7.5	79	6.9	Bulgaria
76	14.6	169	32.5	34	6.5	49	9.4	Total
48	11.0	243	55.7	35	8.0	16	3.7	1 - 9
35	17.9	81	40.8	17	8.7	14	7.1	10 - 49
								50 or more
1 777	23.8	663	8.9	780	10.5	1 092	14.6	Czech Rep
977	24.2	260	6.4	463	11.5	591	14.6	Total
398	31.1	114	8.9	133	10.4	299	23.4	1 - 9
402	18.8	289	13.5	184	8.6	203	9.5%	10 - 49
								50 or more
64	7.7	307	36.7	11	1.3	184	22.0	Estonia
21	8.1	79	30.4	2	0.8	78	30.0	Total
43	10.2	182	43.3	9	2.1	87	20.7	1 - 9
-	-	46	29.5	-	-	19	12.2	10 - 49
								50 or more
1 633	19.4	723	8.6	419	5.0	3 289	39.0	Hungary
477	13.2	280	7.8	185	5.1	1 774	49.2	Total
539	19.2	204	7.3	152	5.4	1 261	45.0	1 - 9
616	30.4	239	11.8	82	4.0	254	12.5	10 - 49
								50 or more
51	15.6	76	23.2	15	4.6	100	30.4	Latvia
14	12.6	21	18.3	3	2.3	30	25.8	Total
31	19.1	41	24.9	3	1.8	55	33.2	1 - 9
6	11.3	15	28.9	10	18.9	16	31.8	10 - 49
								50 or more
78	11.6	373	55.2	26	3.9	16	2.3	Lithuania
25	11.2	45	20.5	5	2.3	10	4.3	Total
37	32.6	42	36.7	8	7.0	5	4.8	1 - 9
17	4.9	286	83.7	13	3.9	1	0.2	10 - 49
								50 or more
2 149	17.0	2 647	21.0	759	6.0	4 004	31.7	Poland
1 416	24.2	1 008	17.2	479	8.2	1 214	20.7	Total
236	10.0	445	18.9	119	5.1	1 117	47.5	1 - 9
497	11.3	1 193	27.1	161	3.7	1 673	38.0	10 - 49
								50 or more
237	15.0	230	14.6	64	4.1	395	25.0	Romania
86	15.4	55	9.9	17	3.0	172	30.8	Total
85	18.2	55	11.8	18	3.9	95	20.3	1 - 9
66	11.9	120	21.7	28	5.1	128	23.1	10 - 49
								50 or more
479	19.6	465	19.1	148	6.1	328	13.5	Slovak Rep
242	17.7	202	14.7	73	5.3	226	16.5	Total
192	25.9	199	26.9	56	7.6	92	12.4	1 - 9
45	13.7	65	19.8	18	5.5	10	3.0	10 - 49
								50 or more
684	14.5	1 766	37.5	256	5.4	1 025	21.8	Slovenia
96	13.4	152	21.2	54	7.5	187	26.1	Total
111	10.6	157	15.1	171	16.4	340	32.6	1 - 9
477	16.2	1 456	49.4	31	1.1	498	16.9	10 - 49
								50 or more

9. Value added at factor costs by activity (NACE), country and class of enterprise - 1996⁽¹⁾

Number of employees:	51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals		51.3 Food, beverages, tobacco	
	Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%
All Countries								
Total	19 077	100	2 414	12.7	588	3.1	2 711	14.2
1 - 9	9 601	100	1 665	17.3	252	2.6	1 394	14.5
10 - 49	4 454	100	403	9.0	91	2.0	489	11.0
50 or more	5 020	100	346	6.9	248	4.9	828	16.5
Bulgaria								
Total	820	100	26	3.2	61	7.4	138	16.8
1 - 9	392	100	11	2.8	30	7.7	104	26.5
10 - 49	312	100	8	2.6	21	7.1	27	8.7
50 or more	116	100	6	5.1	11	9.5	7	6.0
Czech Rep								
Total	4 566	100	1 336	29.3	42	0.9	254	5.6
1 - 9	2 952	100	1 081	36.6	0	0	89	3.0
10 - 49	707	100	83	11.7	9	1.3	35	5.0
50 or more	907	100	171	18.9	33	3.6	130	14.3
Estonia								
Total	675	100	7	1.0	34	5.0	203	30.1
1 - 9	201	100	3	1.5	30	14.9	33	16.4
10 - 49	337	100	4	1.2	4	1.2	83	24.6
50 or more	137	100	0	0	-	-	87	63.5
Hungary								
Total	3 166	100	443	14.0	111	3.5	389	12.3
1 - 9	1 515	100	236	15.6	46	3.0	87	5.7
10 - 49	902	100	149	16.5	7	0.8	62	6.9
50 or more	749	100	58	7.7	58	7.7	240	32.0
Latvia								
Total	305	100	5	1.5	1	0.2	74	24.4
1 - 9	108	100	4	4.0	0	0.3	40	37.1
10 - 49	152	100	0	0.2	0	0.2	30	19.8
50 or more	45	100	-	-	-	-	4	9.2
Lithuania								
Total	315	100	-	-	3	0.9	51	16.2
1 - 9	98	100	-	-	0	0.3	25	25.3
10 - 49	72	100	-	-	2	2.5	12	16.3
50 or more	144	100	-	-	1	0.5	14	9.9
Poland								
Total	6 127	100	108	1.8	212	3.5	1 137	18.6
1 - 9	2 934	100	13	0.5	102	3.5	758	25.9
10 - 49	1 156	100	46	3.9	31	2.7	128	11.0
50 or more	2 037	100	50	2.4	79	3.9	251	12.3
Romania								
Total	889	100	105	11.8	22	2.5	175	19.7
1 - 9	330	100	36	10.9	5	1.5	84	25.5
10 - 49	246	100	28	11.4	5	2.0	60	24.4
50 or more	313	100	41	13.1	12	3.8	31	9.9
Slovak Rep								
Total	1 585	100	341	21.5	94	5.9	233	14.7
1 - 9	987	100	261	26.4	37	3.7	169	17.1
10 - 49	421	100	68	16.2	8	1.9	45	10.7
50 or more	176	100	13	7.4	49	27.8	19	10.8
Slovenia								
Total	629	100	43	6.8	9	1.4	57	9.1
1 - 9	84	100	19	22.6	1	1.2	5	6.0
10 - 49	149	100	17	11.4	4	2.7	8	5.4
50 or more	396	100	7	1.8	5	1.3	44	11.1

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%	
All Countries								Total
3 752	19.7	3 496	18.3	1 384	7.3	4 729	24.8	1 - 9
2 111	22.0	1 214	12.6	811	8.4	2 155	22.4	10 - 49
816	18.3	956	21.5	286	6.4	1 412	31.7	50 or more
825	16.4	1 326	26.4	285	5.7	1 163	23.2	
Bulgaria								Total
103	12.6	390	47.6	46	5.6	56	6.8	1 - 9
53	13.5	134	34.2	20	5.1	40	10.2	10 - 49
26	8.3	201	64.4	17	5.4	10	3.2	50 or more
24	20.5	55	47.0	8	6.8	6	5.2	
Czech Rep								Total
1 266	27.7	405	8.9	551	12.1	711	15.6	1 - 9
821	27.8	179	6.1	384	13.0	398	13.5	10 - 49
257	36.4	67	9.5	72	10.2	183	25.9	50 or more
188	20.7	160	17.6	95	10.5	130	14.3	
Estonia								Total
23	3.4	254	37.6	6	0.9	148	21.9	1 - 9
7	3.5	67	33.3	0	0	60	29.9	10 - 49
16	4.7	153	45.4	6	1.8	72	21.4	50 or more
-	-	34	24.8	-	-	16	11.7	
Hungary								Total
561	17.7	301	9.5	178	5.6	1183	37.4	1 - 9
224	14.8	90	5.9	90	5.9	743	49.0	10 - 49
160	17.7	100	11.1	48	5.3	375	41.6	50 or more
177	23.6	111	14.8	40	5.3	65	8.7	
Latvia								Total
46	15.2	72	23.7	15	4.8	92	30.2	1 - 9
13	12.4	20	18.2	3	2.3	28	25.6	10 - 49
30	19.5	39	25.9	3	1.7	50	32.8	50 or more
3	7.5	13	29.2	10	21.4	15	32.7	
Lithuania								Total
57	18.2	175	55.5	17	5.4	12	3.9	1 - 9
20	20.8	40	40.7	4	4.1	9	8.8	10 - 49
27	37.4	24	33.0	5	6.6	3	4.2	50 or more
10	6.9	111	76.9	8	5.6	0	0.3	
Poland								Total
1 087	17.7	1 213	19.8	402	6.6	1 967	32.1	1 - 9
692	23.6	504	17.2	247	8.4	617	21.0	10 - 49
119	10.3	203	17.5	63	5.4	567	49.1	50 or more
276	13.5	506	24.8	93	4.6	783	38.4	
Romania								Total
155	17.4	137	15.4	38	4.3	257	28.9	1 - 9
58	17.6	27	8.2	11	3.3	109	33.0	10 - 49
51	20.7	32	13.0	12	4.9	58	23.6	50 or more
46	14.7	77	24.6	15	4.8	90	28.8	
Slovak Rep								Total
352	22.2	300	18.9	84	5.3	180	11.4	1 - 9
209	21.2	136	13.8	45	4.6	130	13.2	10 - 49
115	27.3	112	26.6	30	7.1	44	10.5	50 or more
28	15.9	52	29.5	8	4.5	7	4.0	
Slovenia								Total
101	16.1	249	39.6	47	7.5	122	19.4	1 - 9
13	15.5	17	20.2	7	8.3	22	26.2	10 - 49
15	10.1	25	16.8	31	20.8	50	33.3	50 or more
73	18.4	207	52.3	9	2.3	51	12.9	

10

Gross operating surplus by activity (NACE), country and class of enterprise - 1996⁽¹⁾

Number of employees	51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals ⁻		51.3 Food, beverages, tobacco	
	Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%
All Countries								
Total	11 659	100	1 577	13.5	404	3.5	1 712	14.7
1 - 9	7 274	100	1 322	18.2	195	2.7	1 207	16.6
10 - 49	2 282	100	126	5.5	45	2.0	258	11.3
50 or more	2 104	100	128	6.1	163	7.7	245	11.6
Bulgaria								
Total	739	100	22	3.0	56	7.6	126	17.1
1 - 9	376	100	10	2.7	29	7.7	100	26.6
10 - 49	281	100	7	2.5	18	6.4	23	8.2
50 or more	81	100	5	6.2	8	9.9	2	2.5
Czech Rep								
Total	3 511	100	1 136	32.4	11	0.3	114	3.2
1 - 9	2 737	100	1 030	37.6	0	0	80	2.9
10 - 49	425	100	38	8.9	1	0.2	4	0.9
50 or more	350	100	68	19.4	10	2.9	30	8.6
Estonia								
Total	610	100	6	1.0	33	5.4	192	31.5
1 - 9	190	100	3	1.6	30	15.8	32	16.8
10 - 49	306	100	3	1.0	3	1.0	78	25.5
50 or more	114	100	0	0	-	-	82	71.3
Hungary								
Total	:	:	:	:	:	:	:	:
1 - 9	:	:	:	:	:	:	:	:
10 - 49	:	:	:	:	:	:	:	:
50 or more	:	:	:	:	:	:	:	:
Latvia								
Total	270	100	4	1.6	0	0.1	66	24.6
1 - 9	98	100	4	4.0	0	0.2	38	38.2
10 - 49	135	100	0	0.3	0	0.0	25	18.8
50 or more	37	100	-	-	-	-	4	9.7
Lithuania								
Total	261	100	-	-	2	0.8	38	14.6
1 - 9	88	100	-	-	0	0.1	23	25.8
10 - 49	51	100	-	-	2	3.2	7	13.5
50 or more	121	100	-	-	0	0.2	8	6.8
Poland								
Total	4 216	100	52	1.2	177	4.2	846	20.1
1 - 9	2 601	100	7	0.3	97	3.7	696	26.8
10 - 49	620	100	24	3.9	15	2.4	57	9.2
50 or more	995	100	21	2.1	66	6.6	93	9.3
Romania								
Total	710	100	76	10.7	49	6.9	137	19.3
1 - 9	296	100	29	9.8	5	1.7	77	26.0
10 - 49	192	100	20	10.4	3	1.6	46	24.0
50 or more	222	100	27	12.2	41	18.5	14	6.3
Slovak Rep								
Total	1 148	100	262	22.8	73	6.4	176	15.3
1 - 9	842	100	228	27.1	34	4.0	160	19.0
10 - 49	208	100	28	13.5	3	1.4	15	7.2
50 or more	98	100	6	6.1	36	36.7	1	1.0
Slovenia								
Total	194	100	19	9.7	3	1.5	17	8.7
1 - 9	46	100	12	26.7	0	2.1	2	4.4
10 - 49	64	100	6	9.4	1	1.6	3	4.7
50 or more	85	100	1	1.2	2	2.4	11	12.9

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%	
All Countries								Total
2 445	21.0	2 290	19.6	870	7.5	2 359	20.2	1 - 9
1 746	24.0	988	13.6	627	8.6	1 190	16.4	10 - 49
441	19.3	640	28.0	126	5.5	642	28.1	50 or more
260	12.4	662	31.4	117	5.6	529	25.2	
Bulgaria								Total
87	11.8	360	48.7	37	5.0	51	6.9	1 - 9
50	13.3	130	34.6	18	4.8	39	10.4	10 - 49
22	7.8	189	67.3	13	4.6	9	3.2	50 or more
16	20.0	41	51.3	5	6.2	3	3.7	
Czech Rep								Total
1 015	28.9	270	7.7	433	12.3	532	15.2	1 - 9
779	28.5	154	5.6	354	12.9	341	12.5	10 - 49
186	43.8	35	8.2	36	8.5	124	29.2	50 or more
50	14.3	81	23.1	43	12.3	67	19.1	
Estonia								Total
20	3.3	224	36.7	3	0.5	131	21.5	1 - 9
6	3.2	62	32.6	0	0	57	30.0	10 - 49
14	4.6	143	46.7	3	1.0%	61	19.9	50 or more
-	-	19	16.7	-	-	14	12.3	
Hungary								Total
:	:	:	:	:	:	:	:	1 - 9
:	:	:	:	:	:	:	:	10 - 49
:	:	:	:	:	:	:	:	50 or more
Latvia								Total
41	15.2	65	24.2	12	4.6	81	29.8	1 - 9
12	12.1	18	18.0	2	2.2	25	25.4	10 - 49
27	20.2	36	26.9	2	1.4	44	32.4	50 or more
2	5.2	11	30.6	8	22.3	12	32.2	
Lithuania								Total
44	17.0	156	60.0	11	4.2	9	3.5	1 - 9
18	20.1	37	41.5	3	3.7	8	8.7	10 - 49
22	42.9	17	33.2	2	4.5	1	2.7	50 or more
5	3.9	103	84.7	5	4.4	0	0.1	
Poland								Total
834	19.8	838	19.9	291	6.9	1 179	28.0	1 - 9
644	24.8	443	17.0	208	8.0	506	19.5	10 - 49
57	9.2	118	19.0	36	5.8	314	50.6	50 or more
133	13.3	277	27.9	47	4.7	359	36.1	
Romania								Total
118	16.6	87	12.3	25	3.5	217	30.6	1 - 9
50	16.9	23	7.8	10	3.4	103	34.8	10 - 49
42	21.9	26	13.5	8	4.2	47	24.5	50 or more
26	11.7	38	17.1	8	3.6	68	30.6	
Slovak Rep								Total
258	22.5	216	18.8	41	3.6	121	10.5	1 - 9
179	21.3	113	13.4	28	3.3	101	12.0	10 - 49
65	31.3	66	31.7	12	5.8	19	9.1	50 or more
15	14.3	37	37.8	2	2.0	2	2.0	
Slovenia								Total
28	14.4	74	37.4	17	8.7	38	19.5	1 - 9
8	17.8	9	20.0	3	6.7	10	22.2	10 - 49
6	9.4	10	15.9	14	22.2	23	36.5	50 or more
14	16.5	54	63.5	-1	-1.2	4	4.7	

11. Gross investment in tangible goods by activity (NACE), country and class of enterprise -1996⁽¹⁾

Number of employees	NACE 51 Wholesale trade and commission trade		51.1 On a fee or contract basis		51.2 Agricultural raw materials and live animals		51.3 Food, beverages, tobacco	
	Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%
All Countries								
Total	3 328	100	399	12.0	107	3.2	489	14.7
1 - 9	996	100	144	14.4	33	3.3	113	11.4
10 - 49	1 010	100	142	14.0	23	2.3	140	13.9
50 or more	1 320	100	115	8.7	51	3.8	233	17.7
Bulgaria								
Total	43	100	3	7.0	3	7.0	7	16.3
1 - 9	13	100	1	7.1	1	7.1	3	21.4
10 - 49	16	100	1	6.3	1	6.3	3	18.8
50 or more	14	100	1	7.1	1	7.1	2	14.3
Czech Rep								
Total	655	100	126	19.2	16	2.4	73	11.1
1 - 9	183	100	57	31.1	0	0	5	2.7
10 - 49	202	100	35	17.3	7	3.5	28	13.9
50 or more	270	100	34	12.6	8	3.0%	39	14.4
Estonia								
Total	47	100	1	2.1	2	4.3	7	14.6
1 - 9	12	100	0	2.9	2	16.7	1	8.3
10 - 49	25	100	0	0	0	0	2	8.0
50 or more	10	100	0	0	-	-	3	30.0
Hungary								
Total	609	100	123	20.2	11	1.8	99	16.3
1 - 9	257	100	40	15.6	5	1.9	19	7.4
10 - 49	201	100	57	28.4	2	1.0	19	9.5
50 or more	150	100	27	18.0	4	2.7	61	40.7
Latvia								
Total	13	100	0	0.8	0	0.6	1	11.6
1 - 9	2	100	0	4.4	0	1.1	1	30.1
10 - 49	8	100	0	0.2	0	0.6	1	11.2
50 or more	3	100	-	-	-	-	-	-
Lithuania								
Total	63	100	-	-	0	0.6	9	14.7
1 - 9	6	100	-	-	0	2.9	1	20.9
10 - 49	18	100	-	-	0	0.5	3	14.8
50 or more	39	100	-	-	0	0.2	5	13.5
Poland								
Total	1 061	100	47	4.4	21	1.9	142	13.4
1 - 9	248	100	2	0.7	10	3.9	40	16.3
10 - 49	220	100	7	3.0	6	2.8	28	12.9
50 or more	593	100	39	6.6	5	0.8	73	12.3
Romania								
Total	267	100	26	9.7	34	12.7	63	23.6
1 - 9	86	100	9	10.5	3	3.5	26	30.2
10 - 49	76	100	11	13.2	4	5.3	25	32.9
50 or more	105	100	7	6.7	28	26.7	12	11.4
Slovak Rep								
Total	435	100	63	14.5	18	4.1	75	17.2
1 - 9	168	100	31	18.5	12	7.1	16	9.5
10 - 49	200	100	27	13.5	2	1.0	29	14.4
50 or more	67	100	5	7.5	4	6.0	30	45.5
Slovenia								
Total	135	100	10	7.4	2	1.5	12	8.9
1 - 9	21	100	4	19.0	0	4.5	1	4.8
10 - 49	44	100	4	9.1	1	2.3	2	4.4
50 or more	70	100	2	2.9	1	1.4	8	11.4

⁽¹⁾ Class of enterprise determined by the number of employees

51.4 Household goods		51.5 Non-agricultural intermed. products, waste and scrap		51.6 Machinery, equipment, supplies		51.7 Other wholesale trade		Number of employees
Mio ECU	%	Mio ECU	%	Mio ECU	%	Mio ECU	%	
448	13.5	760	22.8	251	7.6	877	26.3	All Countries
164	16.5	120	12.0	113	11.3	311	31.2	Total
130	12.9	251	24.8	68	6.7	259	25.6	1 - 9
153	11.6	390	29.5	70	5.3	308	23.4	10 - 49
								50 or more
7	16.3	15	34.9	4	9.3	4	9.3	Bulgaria Total
2	14.3	4	28.6	1	7.1	2	14.3	1 - 9
3	18.8	5	31.3	2	12.5	1	6.3	10 - 49
2	14.3	6	42.9	1	7.1	1	7.1	50 or more
119	18.2	115	17.6	100	15.3	107	16.3	Czech Rep Total
38	20.8	11	6.0	35	19.1	37	20.2	1 - 9
37	18.3	27	13.4	24	11.9	43	21.3	10 - 49
43	15.9	78	28.9	41	15.2	27	10.0	50 or more
1	2.1	25	52.1	1	2.1	11	22.9	Estonia Total
0	3.2	6	50.0	0	1.9	2	16.7	1 - 9
1	4.0	14	56.0	1	4.0	7	28.0	10 - 49
-	-	5	50.0	-	-	2	20.0	50 or more
87	14.3	62	10.2	26	4.3	200	32.8	Hungary Total
29	11.3	17	6.6	12	4.7	136	52.9	1 - 9
23	11.4	35	17.4	6	3.0	58	28.9	10 - 49
35	23.3	10	6.7	7	4.7	6	4.0	50 or more
3	20.6	4	31.2	1	4.5	4	30.8	Latvia Total
0	12.3	0	23.9	0	0.9	1	27.3	1 - 9
2	21.4	2	25.1	0	1.0	3	40.5	10 - 49
1	24.2	2	52.9	0	16.7	0	6.2	50 or more
8	12.4	40	63.0	4	6.9	2	2.5	Lithuania Total
2	28.8	2	37.4	0	4.7	0	5.3	1 - 9
4	24.9	8	45.7	1	7.5	1	6.6	10 - 49
2	3.9	29	75.3	3	7.0	0	0.1	50 or more
121	11.4	258	24.3	53	5.0	418	39.4	Poland Total
50	20.1	42	16.9	31	12.3	74	29.7	1 - 9
23	10.4	49	22.4	12	5.6	94	42.8	10 - 49
49	8.2	167	28.2	10	1.7	250	42.2	50 or more
32	12.0	57	21.3	7	2.6	49	18.4	Romania Total
12	14.0	9	10.5	2	2.3	25	29.1	1 - 9
11	14.5	10	13.2	3	3.9	13	17.1	10 - 49
8	7.6	37	35.2	2	1.9	11	10.5	50 or more
58	13.3	127	29.2	48	11.0	46	10.6	Slovak Rep Total
29	17.2	23	13.7	31	18.3	27	16.1	1 - 9
23	11.5	91	45.3	13	6.5	16	8.0	10 - 49
7	10.6	13	19.7	4	6.0	3	4.5	50 or more
12	8.9	57	41.9	7	5.2	36	26.5	Slovenia Total
2	9.5	5	23.8	1	4.8	7	33.3	1 - 9
3	6.8	9	20.0	5	11.1	22	46.7	10 - 49
7	10.0	43	61.4	1	1.4	8	11.4	50 or more

Figure 9 – Rate: gross investment / personnel cost by country - 1996

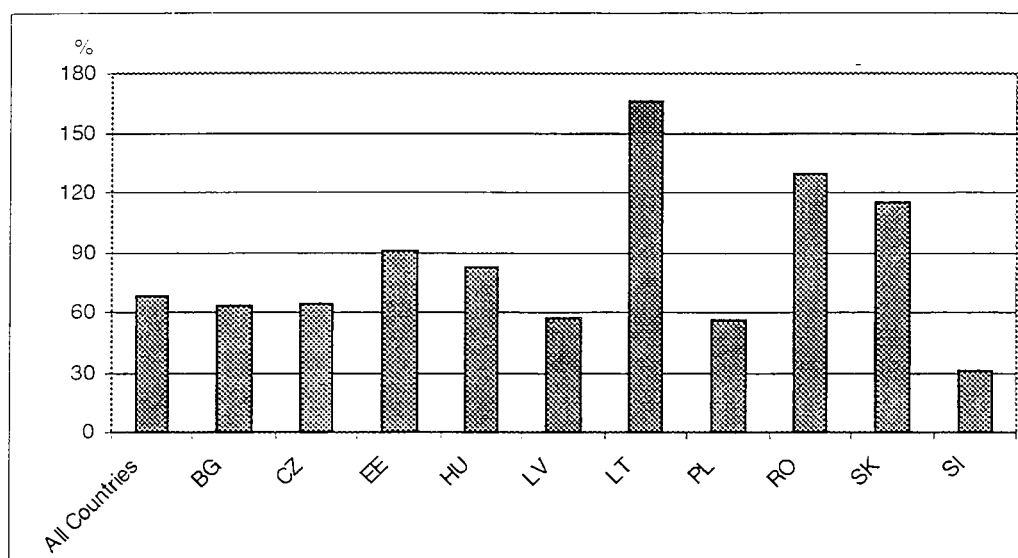
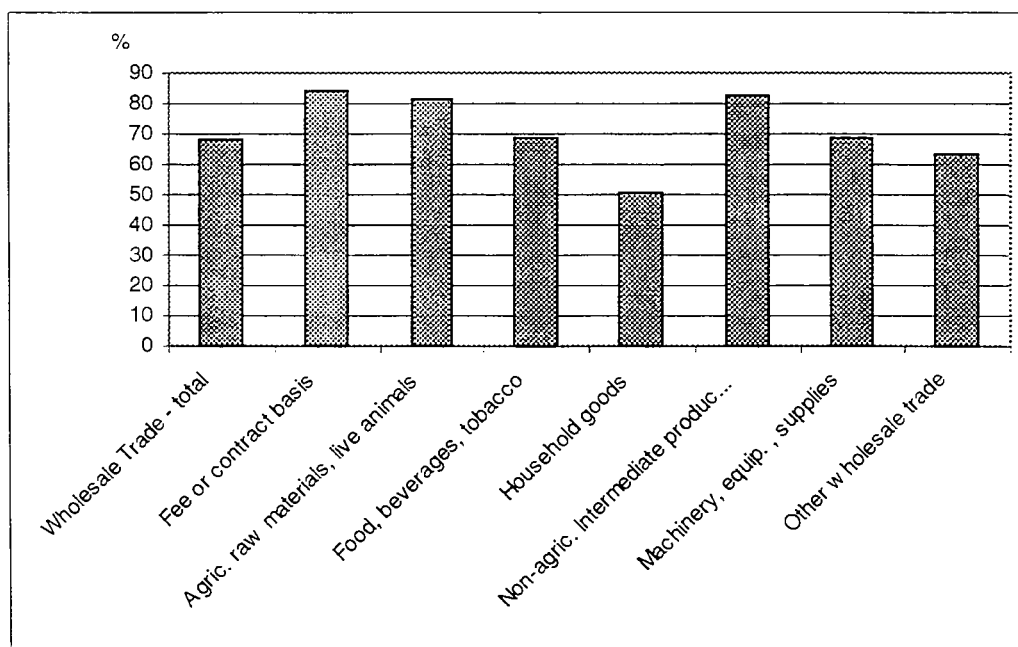


Figure 10 – Rate: gross investment / personnel cost by activity (NACE) - 1996



III

National Chapters

BULGARIA

BG - 1.
Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
(Mio BGL)							
Total	19 725	23 536	73 959	1 013 160	181 829	15 150	9 560
1 - Partnerships	13 304	14 325	16 765	228 108	81 957	2 007	1 820
2 - Enterprises	518	593	2 158	17 076	3 543	318	305
3 - State owned	5 621	7 820	47 006	727 840	92 014	11 239	6 869
4 - Municipality owned	205	600	4 365	14 548	1 401	841	317
5 - Co-operatives	64	152	3 140	18 110	2 911	621	194
6 - Sole proprietors	13	46	525	7 479	3	126	55

BG - 2.
Personnel costs and other ratios broken down by components and activity (NACE) - 1996

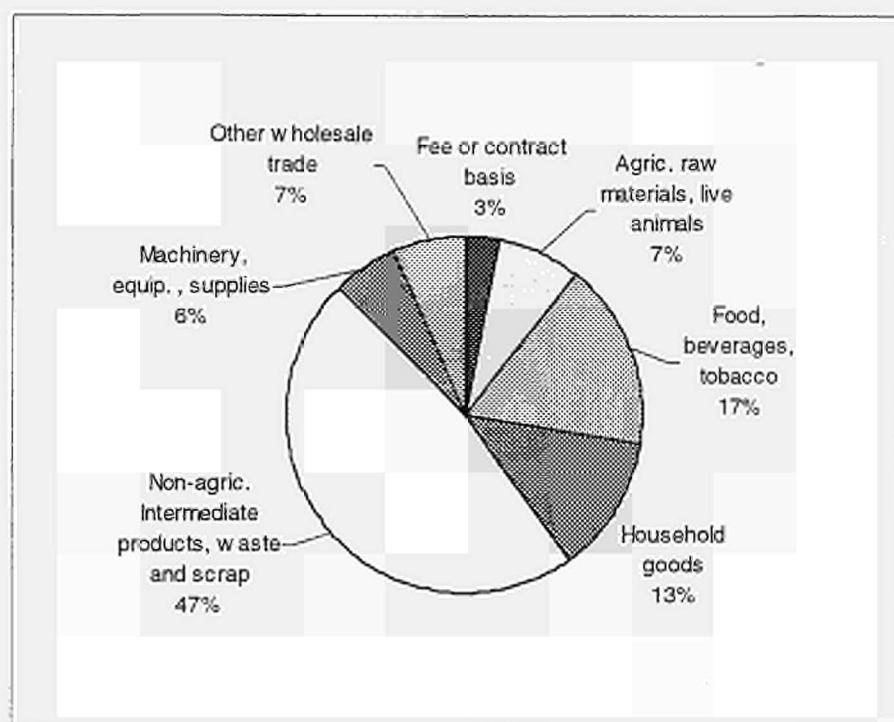
	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio BGL)			(BGL)			(BGL)	
NACE 51 Wholesale trade	73 959	10 657	4 492	15 150	144 100	204 842	129367	82	1 749
51.1 Fee or contract basis	3 442	527	206	733	153 104	212 832	6 001	88	1 744
51.2 Agricultural raw materials and live animals	5 254	824	339	1 163	156 865	221 383	9 193	90	1 750
51.3 Food, beverages, tobacco	15 695	1 636	684	2 320	104 227	147 828	27 466	60	1 750
51.4 Household goods	12 864	2 094	925	3 019	162 769	234 704	22 406	93	1 742
51.5 Non- agricultural intermediate products, waste and scrap	22 667	3 702	1 563	5 265	163 305	232 273	39 501	94	1 743
51.6 Machinery, equipment, supplies	8 173	1 192	497	1 689	145 792	206 644	14 248	84	1 743
51.7 Other wholesale trade	5 864	683	278	961	116 542	163 877	10 552	65	1 799

BG - 3.

Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio BGL)					(%)		
NACE 51 Wholesale trade	1 013 160	181 829	179 006	15 150	163 856	17.7	8.5	91.5
51.1 Fee or contract basis	14 699	5 671	5 572	733	4 839	37.9	13.1	86.9
51.2 Agricultural raw materials and live animals	48 368	13 591	13 510	1 163	12 346	27.9	8.6	91.4
51.3 Food, beverages, tobacco	138 464	30 618	30 219	2 320	27 899	21.8	7.7	92.3
51.4 Household goods	109 738	22 792	22 428	3 019	19 408	20.4	13.5	86.5
51.5 Non-agricultural intermediate products, waste and scrap	596 597	86 640	85 137	5 265	79 872	14.3	6.2	93.8
51.6 Machinery, equipment, supplies	58 564	10 199	9 948	1 689	8 259	17.0	17.0	83.0
51.7 Other wholesale trade	46 729	12 318	12 193	961	11 232	26.1	7.9	92.1

Figure – BG.1
Value added at market prices by activity (NACE) - 1996 (%)



BG - 4.
Consumption of goods and services by activity (NACE) - 1996

(Mio BGL)

	Consumption of goods and services for resale	Subcontracting incorporated in goods sold	Other consumption of goods and services	Total consumption of goods and services
NACE 51 Wholesale trade	759 486	16 718	56 825	833 030
51.1 On a fee or contract basis	1 297	1 263	6 427	8 987
51.2 Agricultural Raw materials and live animals	28 192	2 543	4 288	35 023
51.3 Food, beverages, tobacco	97 808	3 047	7 231	108 085
51.4 Household goods	74 994	2 015	10 296	87 305
51.5 Non-agricultural intermediate products, waste and scrap	488 136	5 464	17 008	510 609
51.6 Machinery, equipment, supplies	39 759	1 302	7 482	48 543
51.7 Other wholesale trade	29 300	1 084	4 094	34 477

BG - 5. Turnover by activity (NACE) and by products - 1996

(Mio BGL)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	1 013 160	14 699	483 68	138 464
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	-	-	-	-
Manufactured products, energy, and construction work	3171	122	680	734
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	182	0	5	13
Wholesale trade	1 000 033	14 500	47 023	135 574
On a fee or contract basis	21 283	12 852	287	809
Agricultural raw materials and live animals	46 749	3	45 951	602
Food, beverages, tobacco	134 922	660	470	131 612
Household goods	106 777	365	24	1 049
Non-agricultural intermediate products, waste and scrap	590 413	367	251	1 295
Machinery, equipment, supplies	56 891	73	39	36
Other wholesale trade	42 998	180	1	171
Retail Trade services and repairs of personal and household goods	6 513	38	219	1 590
Non-specialised stores with food beverages or tobacco	717	2	23	171
Food beverages and tobacco in specialised stores	1 358	1	90	1 095
Pharmaceutical, medical, cosmetic and toilet articles	1 193	22	0	20
Other retail trade of new goods in specialised stores	3 097	7	89	304
Retail trade of second hand goods in stores	21	5	-	-
Retail trade not in stores	127	1	17	-
Repairs of personal and household goods	-	-	-	-
Hotels and Restaurant services	64	1	3	49
Land Transport and pipeline transport	-	-	-	-
Other transports and other services	3 195	35	436	503

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
109 738	596 597	58 564	46 729	Total turnover by product
-	-	-	-	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
454	656	329	197	Manufactured products, energy, and construction work
1	154	-	8	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
106 708	593 805	57 277	45 141	Wholesale trade
1 289	4 975	806	263	On a fee or contract basis
39	77	4	72	Agricultural raw materials and live animals
592	585	-	1 003	Food, beverages, tobacco
104 472	484	54	329	Household goods
248	587 067	411	772	Non-agricultural intermediate products, waste and scrap
10	348	55 976	408	Machinery, equipment, supplies
58	269	26	42 294	Other wholesale trade
2 160	916	395	1 193	Retail Trade services and repairs of personal and household goods
333	120	15	53	Non-specialised stores with food beverages or tobacco
78	77	0	18	Food beverages and tobacco in specialised stores
1 132	14	3	2	Pharmaceutical, medical, cosmetic and toilet articles
611	669	324	1093	Other retail trade of new goods in specialised stores
-	-	-	-	Retail trade of second hand goods in stores
6	36	38	27	Retail trade not in stores
-	-	-	-	Repairs of personal and household goods
2	6	2	2	Hotels and Restaurant services
-	-	-	-	Land Transport and pipeline transport
414	1 058	560	189	Other transports and other services

BG - 6. Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio BGL)	Gross investment per enterprise (1000 BGL)
NACE 51 Wholesale trade	6 915	35.1	9 560	1 382
51.1 Fee or contract basis	394	22.2	668	1 695
51.2 Agricultural raw materials and live animals	390	30.1	692	1 773
51.3 Food, beverages, tobacco	1 695	33.2	1 579	932
51.4 Household goods	1 326	34.7	1 521	1 147
51.5 Non-agricultural intermediate products, waste and scrap	1 928	45.2	3 321	1 723
51.6 Machinery, equipment, supplies	717	49.8	960	1 338
51.7 Other wholesale trade	465	23.0	820	1 763

BG - 7. Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
				(1000 BGL)	
NACE 51 Wholesale trade	5	51 364	10 328	9 218	1 854
51.1 Fee or contract basis	3	8 277	2 620	3 193	1 011
51.2 Agricultural raw materials and live animals	5	37 263	6 891	10 471	1 936
51.3 Food, beverages, tobacco	4	27 118	6 275	5 996	1 388
51.4 Household goods	4	28 720	6 391	5 965	1 327
51.5 Non-agricultural intermediate products, waste and scrap	7	140 013	21 151	20 333	3 072
51.6 Machinery, equipment, supplies	7	40 698	5 922	7 088	1 031
51.7 Other wholesale trade	4	23 088	5 744	6 086	1 514

CZECH REPUBLIC

CZ - 1.

Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices-	Personnel costs	Gross investment in tangible goods
				(Mio CZK)			
Total	133451	150854	248632	803700	157 628	35 230	22 624
1 - Partnerships	113 348	121 581	42 668	187 327	88 178	4 323	2 287
2 - Enterprises	4 783	7 581	6 616	27 260	13 531	770	489
3 - State owned	14 209	20 034	187 629	569 962	53 372	28 485	19 298
4 - Municipality owned	33	445	4 073	9 721	1 146	546	372
5 - Co-operatives	137	169	7 331	7 238	1 027	967	175
6 - Sole proprietors	941	1 044	315	2 193	374	138	3

CZ - 2.

Personnel costs and other ratios broken down by components and activity (NACE) - 1996

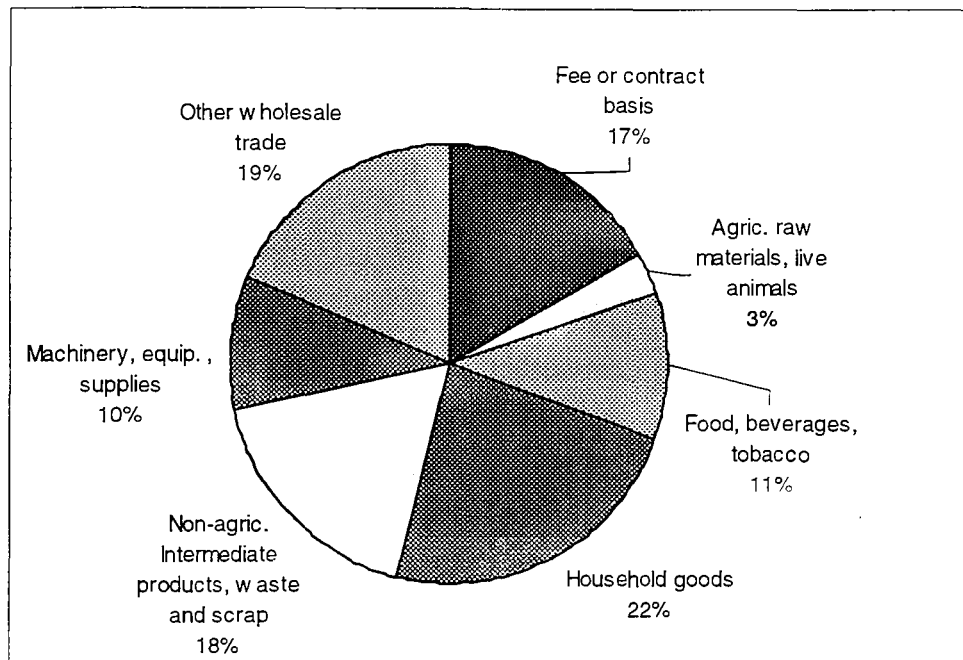
	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio CZK)			(CZK)			(CZK)	
NACE 51 Wholesale trade	248 632	2 5978	9 252	35 230	104 484	141 696	499 009	52	2 007
51.1 Fee or contract basis	49 082	4 655	1 655	6 310	94 841	128 560	97 518	48	1 987
51.2 Agricultural raw materials and live animals	6 472	750	305	1 055	115 912	162 982	13 153	57	2 032
51.3 Food, beverages, tobacco	60 395	3 485	1 258	4 743	57 698	78 528	123 017	28	2 037
51.4 Household goods	46 430	6 323	2 245	8 568	136 180	184 535	94 284	67	2 031
51.5 Non- agricultural intermediate products, waste and scrap	26 396	3 313	1 165	4 478	125 494	169 637	53 501	62	2 027
51.6 Machinery, equipment, supplies	20871	3058	1089	4147	146520	198708	43408	70	2080
51.7 Other wholesale trade	38986	4395	1535	5930	112730	152095	74129	59	1901

CZ - 3.

Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel -costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio CZK)					(%)		
NACE 51 Wholesale trade	803 700	157 628	156 420	35 230	121 190	19.5	22.5	77.5
51.1 Fee or contract basis	134 507	46 105	45 526	6 310	39 216	33.8	13.9	86.1
51.2 Agricultural raw materials and live animals	24 433	1 462	1 444	1 055	390	5.9	73.0	27.0
51.3 Food, beverages, tobacco	86 485	8 765	8 677	4 743	3 934	10.0	54.7	45.3
51.4 Household goods	187 475	43 715	43 592	8 568	35 025	23.3	19.7	80.3
51.5 Non-agricultural intermediate products, waste and scrap	142 830	13 992	13 790	4 478	9 312	9.7	32.5	67.5
51.6 Machinery, equipment, supplies	78 631	19 029	19 099	4 147	14 952	24.3	21.7	78.3
51.7 Other wholesale trade	149 339	24 561	24 292	5 930	18 362	16.3	24.4	75.6

Figure – CZ.1
Value added at market prices by activity (NACE) - 1996 (%)



CZ - 4.
Consumption of goods and services by activity (NACE) - 1996

	Consumption of goods for resale	Consumption of services for resale	Consumption of materials	Other consumption of goods and services	Total consumption of goods and services
	<i>(Mio CZK)</i>				
NACE 51 Wholesale trade	531 680	24 716	42 902	56 912	656 210
51.1 On a fee or contract basis	47 260	7 250	17 212	19 315	91 036
51.2 Agricultural Raw materials and live animals	16 910	234	4 989	1 131	23 263
51.3 Food, beverages, tobacco	67 991	1 287	3 422	6 174	78 873
51.4 Household goods	123 698	3 797	6 258	11 372	145 125
51.5 Non-agricultural intermediate products, waste and scrap	118 645	2 541	2 734	6 157	130 077
51.6 Machinery, equipment, supplies	51 578	1 859	2 497	5 409	61 343
51.7 Other wholesale trade	105 599	7 749	5 791	7 354	126 492

CZ - 5. Turnover by activity (NACE) and by products - 1996

(Mio CZK)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	803 700	134 507	24 433	86 485
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	965	781	76	65
Manufactured products, energy, and construction work	4 720	2 136	40	356
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	3 777	101	95	9
Wholesale trade	753 993	126 530	22 921	80 795
On a fee or contract basis	119 879	118 425	34	176
Agricultural raw materials and live animals	23 881	1 330	21 165	478
Food, beverages, tobacco	79 521	545	329	77 707
Household goods	173 027	2 135	71	1 782
Non-agricultural intermediate products, waste and scrap	140 332	1 108	1 194	413
Machinery, equipment, supplies	77 812	1 384	117	5
Other wholesale trade	139 541	1 603	11	234
Retail Trade services and repairs of personal and household goods	21 477	1 802	456	4 418
Non-specialised stores with food beverages or tobacco	1 067	18	20	502
Food beverages and tobacco in specialised stores	4 242	107	151	3 178
Pharmaceutical, medical, cosmetic and toilet articles	1 011	14	14	232
Other retail trade of new goods in specialised stores	14 546	1 663	261	480
Retail trade of second hand goods in stores	-	-	-	-
Retail trade not in stores	366	-	10	9
Repairs of personal and household goods	245	-	-	17
Hotels and Restaurant services	669	69	6	80
Land Transport and pipeline transport	1 318	226	138	68
Other transports and other services	16 782	2 863	700	691

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
187 475	142 830	78 631	149 339	Total turnover by product
1	41	-	-	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
492	419	483	795	Manufactured products, energy, and construction work
457	1 602	127	1 386	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
174 203	135 724	73 768	140 050	Wholesale trade
321	254	605	64	On a fee or contract basis
692	78	138	-	Agricultural raw materials and live animals
544	207	188	-	Food, beverages, tobacco
165 845	2 278	394	523	Household goods
3 384	131 835	705	1 692	Non-agricultural intermediate products, waste and scrap
2 194	677	71 518	1 917	Machinery, equipment, supplies
1 223	395	220	135 854	Other wholesale trade
8 136	2 366	929	3 368	Retail Trade services and repairs of personal and household goods
418	75	21	12	Non-specialised stores with food beverages or tobacco
544	8	4	251	Food beverages and tobacco in specialised stores
592	40	22	96	Pharmaceutical, medical, cosmetic and toilet articles
6 400	2 045	832	2 865	Other retail trade of new goods in specialised stores
-	-	-	-	Retail trade of second hand goods in stores
5	198	-	144	Retail trade not in stores
177	0	50	-	Repairs of personal and household goods
335	105	16	57	Hotels and Restaurant services
328	425	34	98	Land Transport and pipeline transport
3 520	2 147	3 276	3 585	Other transports and other services

CZ - 6.
Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio CZK)	Gross investment per enterprise (1000 CZK)
NACE 51 Wholesale trade	23 687	17.8	22 624	955
51.1 Fee or contract basis	9 304	10.2	4 357	468
51.2 Agricultural raw materials and live animals	120	49.0	544	4 536
51.3 Food, beverages, tobacco	1 161	33.1	2517	2 168
51.4 Household goods	4 318	26.0	4 091	947
51.5 Non-agricultural intermediate products, waste and scrap	1 243	34.8	3 978	3 200
51.6 Machinery, equipment, supplies	2 766	53.2	3 454	1 249
51.7 Other wholesale trade	4 775	35.3	3 683	771

CZ - 7.
Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
		(1000 CZK)			
NACE 51 Wholesale trade	3	6 022	2 194	1 181	430
51.1 Fee or contract basis	1	1 481	1 065	508	365
51.2 Agricultural raw materials and live animals	27	99 726	3 697	5 967	221
51.3 Food, beverages, tobacco	18	24 689	1 361	2 502	138
51.4 Household goods	4	11 283	2 885	2 631	673
51.5 Non-agricultural intermediate products, waste and scrap	8	40 031	4 787	3 922	469
51.6 Machinery, equipment, supplies	5	15 110	2 993	3 657	724
51.7 Other wholesale trade	4	11 051	3 068	1 817	505

ESTONIA

EE - 1.

Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
	(Mio EEK)						
Total	2 436	2 510	13 643	19 609	10 319	799	719
1 - Partnerships	31	31	97	47	18	2	3
2 - Enterprises	789	792	1 742	1 556	823	56	54
3 - State owned	1 591	1 657	11 395	17 586	9 226	716	658
4 - Municipality owned	7	7	35	44	41	1	2
5 - Co-operatives	-	-	-	-	-	-	-
6 - Sole proprietors	18	23	374	376	212	25	3

EE - 2.

Personnel costs and other ratios by components and activity (NACE) - 1996

	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio EEK)			(EEK)			(EEK)	
NACE 51 Wholesale trade	13 643	601	198	799	44 043	58 556	24 645	24	1 806
51.1 Fee or contract basis	345	10	3	14	29 635	39 374	592	17	1 717
51.2 Agricultural raw materials and live animals	246	8	3	11	32 602	43 317	327	25	1 330
51.3 Food, beverages, tobacco	2 630	120	39	159	45 507	60 432	4 959	24	1 885
51.4 Household goods	887	40	13	53	45 172	60 185	1 567	26	1 767
51.5 Non- agricultural intermediate products, waste and scrap	4 274	217	71	289	50 815	67 520	7 508	29	1 757
51.6 Machinery, equipment, supplies	637	36	12	48	56 659	75 369	1 205	30	1 891
51.7 Other wholesale trade	4 624	170	56	226	36 681	48 818	8 486	20	1 835

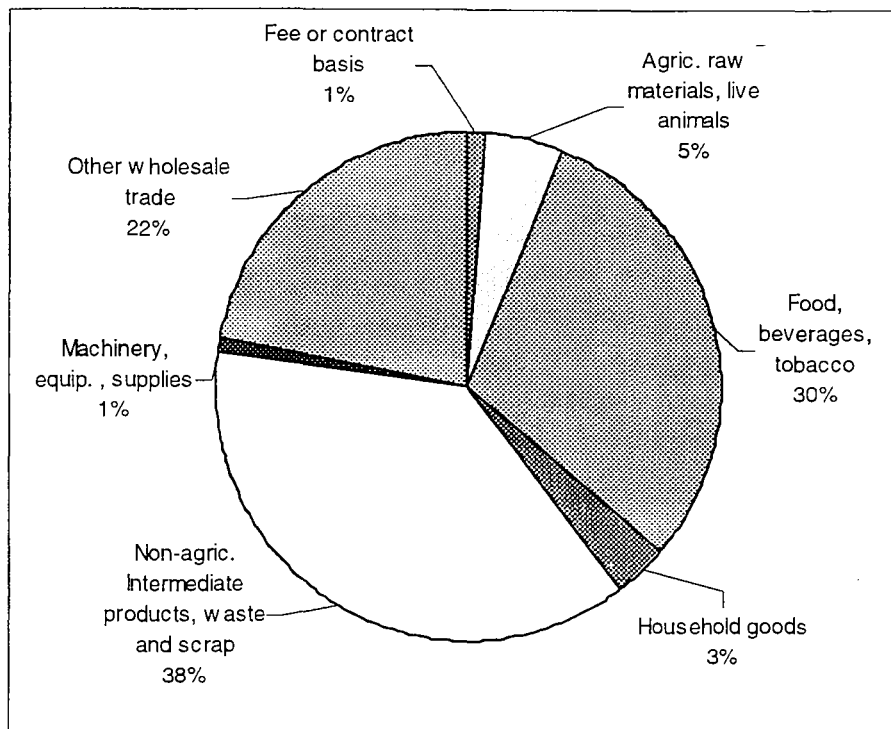
EE - 3.

Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio EEK)					(%)		
NACE 51 Wholesale trade	19 609	10 319	10 111	799	9 312	51.6	7.9	92.1
51.1 Fee or contract basis	211	112	112	14	98	53.0	12.2	87.8
51.2 Agricultural raw materials and live animals	677	517	517	11	506	76.3	2.1	97.9
51.3 Food, beverages, tobacco	4 528	3 102	3 091	159	2 932	68.2	5.1	94.9
51.4 Household goods	2 041	359	357	53	303	17.5	15.0	85.0
51.5 Non-agricultural intermediate products, waste and scrap	6 913	3 881	3 712	289	3 424	53.7	7.8	92.2
51.6 Machinery, equipment, supplies	583	92	91	48	43	15.6	52.7	47.3
51.7 Other wholesale trade	4 656	2 257	2 233	226	2 007	48.0	10.1	89.9

EE - Chart 1

Value added at market prices by activity (NACE) - 1996 (%)



EE - 4.

Purchases of goods and services by activity (NACE) - 1996

	(Mio EEK)			
	Purchases of goods and services for resale	Subcontracting incorporated in goods sold	Other purchases of goods and services	Total purchases of goods and services
NACE 51 Wholesale trade	7 346	1 149	1 291	9 787
51.1 On a fee or contract basis	70	19	34	122
51.2 Agricultural Raw materials and live animals	83	36	52	171
51.3 Food, beverages, tobacco	1 223	155	102	1 480
51.4 Household goods	1 149	395	213	1 758
51.5 Non-agricultural intermediate products, waste and scrap	2 365	342	466	3 172
51.6 Machinery, equipment, supplies	452	24	50	525
51.7 Other wholesale trade	2 005	179	375	2 559

EE - 5. Turnover by activity (NACE) and by products - 1996

(Mio EEK)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	19 609	211	677	4 528
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	-	-	-	-
Manufactured products, energy, and construction work	56	-	-	5
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	13	-	-	1
Wholesale trade	19 035	206	626	4 443
On a fee or contract basis	58	24	-	17
Agricultural raw materials and live animals	648	12	568	14
Food, beverages, tobacco	6 077	108	57	3 870
Household goods	1 988	10	0	66
Non-agricultural intermediate products, waste and scrap	6 794	2	0	86
Machinery, equipment, supplies	600	18	1	1
Other wholesale trade	2 870	32	-	389
Retail Trade services and repairs of personal and household goods	272	-	51	36
Non-specialised stores with food beverages or tobacco	-	-	-	-
Food beverages and tobacco in specialised stores	-	-	-	-
Pharmaceutical, medical, cosmetic and toilet articles	-	-	-	-
Other retail trade of new goods in specialised stores	-	-	-	-
Retail trade of second hand goods in stores	-	-	-	-
Retail trade not in stores	-	-	-	-
Repairs of personal and household goods	272	-	51	36
Hotels and Restaurant services	68	4	-	5
Land Transport and pipeline transport	33	-	-	9
Other transports and other services	132	2	-	30

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
2 041	6 913	583	4 656	Total turnover by product
-	-	-	-	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
0	19	30	2	Manufactured products, energy, and construction work
-	3	0	10	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
2 004	6 736	522	4 499	Wholesale trade
1	9	-	8	On a fee or contract basis
-	29	1	25	Agricultural raw materials and live animals
45	19	0	1 977	Food, beverages, tobacco
1 882	8	-	20	Household goods
34	6 644	1	27	Non-agricultural intermediate products, waste and scrap
38	4	509	30	Machinery, equipment, supplies
4	23	11	2412	Other wholesale trade
28	86	10	62	Retail Trade services and repairs of personal and household goods
-	-	-	-	Non-specialised stores with food beverages or tobacco
-	-	-	-	Food beverages and tobacco in specialised stores
-	-	-	-	Pharmaceutical, medical, cosmetic and toilet articles
-	-	-	-	Other retail trade of new goods in specialised stores
-	-	-	-	Retail trade of second hand goods in stores
-	-	-	-	Retail trade not in stores
28	86	10	62	Repairs of personal and household goods
-	4	-	55	Hotels and Restaurant services
3	15	3	3	Land Transport and pipeline transport
5	51	19	25	Other transports and other services

EE - 6.

Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio EEK)	Gross investment per enterprise (1000 EEK)
NACE 51 Wholesale trade	1 387	56.9	719	519
51.1 Fee or contract basis	101	70.6	9	90
51.2 Agricultural raw materials and live animals	54	80.6	28	512
51.3 Food, beverages, tobacco	106	70.2	108	1 019
51.4 Household goods	68	22.7	17	253
51.5 Non-agricultural intermediate products, waste and scrap	384	68.8	376	979
51.6 Machinery, equipment, supplies	42	79.2	17	414
51.7 Other wholesale trade	632	54.3	164	260

EE - 7.

Additional ratios by activities (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
				(1000 EEK)	
NACE 51 Wholesale trade	6	8 050	1 254	4 236	660
51.1 Fee or contract basis	3	1 474	481	783	256
51.2 Agricultural raw materials and live animals	4	10 103	2 624	7 716	2 004
51.3 Food, beverages, tobacco	18	29 990	1 636	20 543	1 121
51.4 Household goods	3	6 804	2 174	1 195	382
51.5 Non-agricultural intermediate products, waste and scrap	8	12 388	1 501	6 954	843
51.6 Machinery, equipment, supplies	13	11 007	860	1 742	136
51.7 Other wholesale trade	5	4 000	782	1 939	379

HUNGARY

HU - 1.

Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
				(Mio HUF)			
Total	:	:	:	:	:	:	:
1 - Partnerships	:	:	:	:	:	:	:
2 - Enterprises	:	:	:	:	:	:	:
3 - State owned	:	:	:	:	:	:	:
4 - Municipality owned	:	:	:	:	:	:	:
5 - Co-operatives	:	:	:	:	:	:	:
6 - Sole proprietors	:	:	:	:	:	:	:

HU - 2.

Personnel costs and other ratios broken down by components and activity (NACE) - 1996

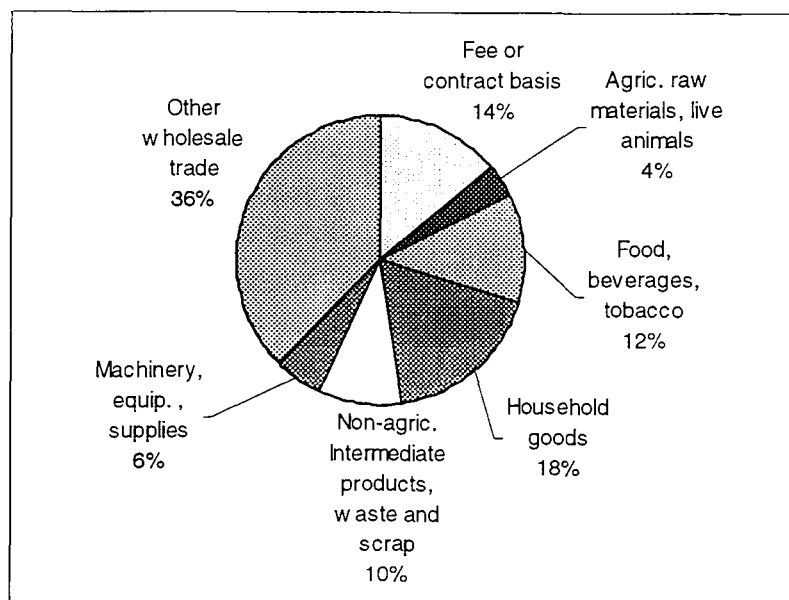
	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio HUF)			(HUF)			(HUF)	
NACE 51 Wholesale trade	160 347	107 486	35 721	143 208	670 336	893 112	278 516	386	1 737
51.1 Fee or contract basis	26 414	16 911	5 635	22 546	640 242	853 581	45 122	375	1 708
51.2 Agricultural raw materials and live animals	3 775	2 690	889	3 580	712606	948 228	6 769	397	1 793
51.3 Food, beverages, tobacco	28 503	16 466	6 135	22 600	577 678	792 916	50 264	328	1 763
51.4 Household goods	34 797	22 285	7 451	29 736	640 429	854 553	60 354	369	1 734
51.5 Non- agricultural intermediate products, waste and scrap	13 630	10 721	3 772	14 494	786 608	1 063 358	23 812	450	1 747
51.6 Machinery, equipment, supplies	7 008	5569	1 828	7 397	794 651	1 055 451	12 247	455	1 748
51.7 Other wholesale trade	46 220	32 844	10 011	42 855	710 602	927 201	79 947	411	1 730

HU - 3.

Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel -costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio HUF)					(%)		
NACE 51 Wholesale trade	3 299 661	613 029	284 434	143 208	:	8.6	50.3	:
51.1 Fee or contract basis	458 054	85 817	64 368	22 546	:	14.1	35.0	:
51.2 Agricultural raw materials and live animals	184 906	21 576	16 740	3 580	:	9.1	21.4	:
51.3 Food, beverages, tobacco	679 669	75 247	66 394	22 600	:	9.8	34.0	:
51.4 Household goods	501 600	108 587	-71 686	29 736	:	-14.3	-41.5	:
51.5 Non-agricultural intermediate products, waste and scrap	323 099	58 298	36 165	14 494	:	11.2	40.1	:
51.6 Machinery, equipment, supplies	147 915	34 443	21 927	7 397	:	14.8	33.7	:
51.7 Other wholesale trade	1 004 416	229 061	150 528	42 855	:	15.0	28.5	:

Figure – HU.1
Value added at market prices by activity (NACE) - 1996 (%)



HU - 4.
Purchases of goods and services by activity (NACE) - 1996

(Mio HUF)

	Purchases of goods and services for resale	Subcontracting incorporated in goods sold	Other purchases of goods and services	Total purchases of goods and services
NACE 51 Wholesale trade	1 710 824	514 873	509 857	2 735 641
51.1 On a fee or contract basis	239 412	80 559	57 468	377 442
51.2 Agricultural Raw materials and live animals	117 514	37 511	16 124	171 149
51.3 Food, beverages, tobacco	523 085	30 543	57 261	610 889
51.4 Household goods	190 570	58 750	149 730	399 049
51.5 Non-agricultural intermediate products, waste and scrap	183 005	52 625	29 371	265 048
51.6 Machinery, equipment, supplies	67 384	1 184	45 982	114 551
51.7 Other wholesale trade	389 854	253 700	153 920	797 515

HU - 5. Turnover by activity (NACE) and by products - 1996

(Mio HUF)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	3 299 661	458 054	184 906	679 669
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	6 194	3 088	2 150	260
Manufactured products, energy, and construction work	22 017	1 473	233	10 162
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	60 687	42 325	3	3
Wholesale trade	2 972 722	372 707	176 674	620 619
On a fee or contract basis	156 400	51 146	23 084	13 489
Agricultural raw materials and live animals	418 853	86 597	120 561	109 574
Food, beverages, tobacco	529 604	28 472	6 678	424 667
Household goods	497 730	29 989	353	16 282
Non-agricultural intermediate products, waste and scrap	509 400	53 316	7 714	9 298
Machinery, equipment, supplies	139 089	12 000	7 027	1 778
Other wholesale trade	721 646	111 187	11 257	45 531
Retail Trade services and repairs of personal and household goods	109 816	8 964	678	36 555
Non-specialised stores with food beverages or tobacco	19 840	1 902	275	10 545
Food beverages and tobacco in specialised stores	32 060	4 386	-	23 095
Pharmaceutical, medical, cosmetic and toilet articles	23 590	76	-	-
Other retail trade of new goods in specialised stores	24 933	747	251	1 944
Retail trade of second hand goods in stores	1 285	-	130	57
Retail trade not in stores	8 098	1 843	22	914
Repairs of personal and household goods	10	10	-	-
Hotels and Restaurant services	224	60	26	0
Land Transport and pipeline transport	77 22	480	42	6 393
Other transports and other services	120 277	28 957	5 100	5 677

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
501 600	323 099	147 915	1 004 416	Total turnover by product
341	164	-	191	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
1 758	4 775	-	3 616	Manufactured products, energy, and construction work
85	2 583	268	15 420	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
437 053	299 259	138 583	927 827	Wholesale trade
4 081	5 521	3 483	55 596	On a fee or contract basis
1 269	2 950	2 722	95 180	Agricultural raw materials and live animals
6 078	1 560	2 585	59 564	Food, beverages, tobacco
301 999	11 002	2 746	135 359	Household goods
29 648	231 087	33 358	144 979	Non-agricultural intermediate products, waste and scrap
4 490	5 948	29 938	77 908	Machinery, equipment, supplies
89 488	41 191	63 751	359 241	Other wholesale trade
35 937	1 723	5 503	20 456	Retail Trade services and repairs of personal and household goods
2 706	290	238	3 884	Non-specialised stores with food beverages or tobacco
1 467	37	11	3064	Food beverages and tobacco in specialised stores
17 719	-	-	5 795	Pharmaceutical, medical, cosmetic and toilet articles
11 659	1 291	3 093	5 948	Other retail trade of new goods in specialised stores
893	12	0	193	Retail trade of second hand goods in stores
1 493	93	2 161	1 572	Retail trade not in stores
0	-	-	-	Repairs of personal and household goods
-	22	-	116	Hotels and Restaurant services
63	3	213	528	Land Transport and pipeline transport
26 363	14 570	3 348	36 262	Other transports and other services

HU - 6.
Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio HUF)	Gross investment per enterprise (1000 HUF)
NACE 51 Wholesale trade	31 574	76.2	117 888	3 734
51.1 Fee or contract basis	6 306	78.2	23 893	3 789
51.2 Agricultural raw materials and live animals	681	84.8	2 131	3 130
51.3 Food, beverages, tobacco	3 763	82.2	19 194	5 101
51.4 Household goods	5 060	80.2	16 899	3 340
51.5 Non-agricultural intermediate products, waste and scrap	1 734	85.7	11 994	6 917
51.6 Machinery, equipment, supplies	982	70.7	4 963	5 054
51.7 Other wholesale trade	13 048	71.4	38 814	2 975

HU - 7.
Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
				(1000 HUF)	
NACE 51 Wholesale trade	4	79 598	17776	14 788	3 302
51.1 Fee or contract basis	4	56 781	14 204	10 638	2 661
51.2 Agricultural raw materials and live animals	5	230 269	43 775	26 869	5 108
51.3 Food, beverages, tobacco	7	148 399	22 062	16 429	2 443
51.4 Household goods	6	79 455	12 861	17 201	2 784
51.5 Non-agricultural intermediate products, waste and scrap	7	159 634	21 918	28 804	3 955
51.6 Machinery, equipment, supplies	5	106 567	19 733	24 815	4 595
51.7 Other wholesale trade	3	54 949	17 587	12 531	4 011

LATVIA

LV - 1.

Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
	(Mio LVL)						
Total	2 038	2 607	14 464	652.7	213.4	15.7	9.0
1 - Partnerships	327	361	625	2.4	7.3	0.5	0.2
2 - Enterprises	21	24	125	2.8	2.3	0.1	-
3 - State owned	1 548	2 057	13 093	611.6	198.8	14.5	8.7
4 - Municipality owned	123	123	394	5.2	2.9	0.3	0
5 - Co-operatives	3	3	48	3.9	0.3	0	0
6 - Sole proprietors	16	39	179	4.8	1.7	0.2	-

LV - 2.

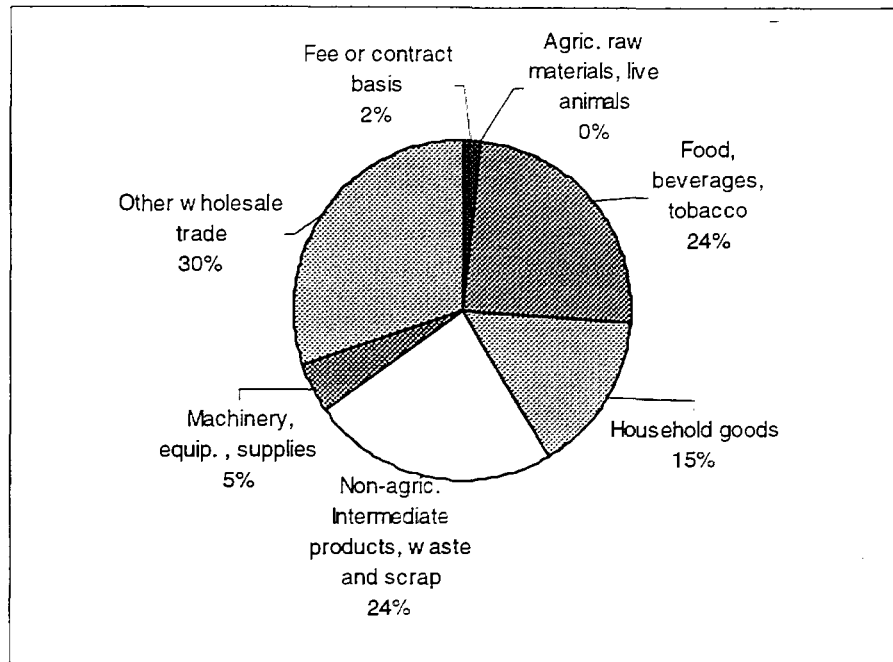
Personnel costs and other ratios by components and activity (NACE) - 1996

	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio LVL)			(LVL)			(LVL)	
NACE 51 Wholesale trade	14 464	11.6	4.0	15.7	802.0	1 085.4	24 604	0.5	1 701
51.1 Fee or contract basis	339	0.2	0.1	0.3	648.4	872.7	554	0.4	1 633
51.2 Agricultural raw materials and live animals	176	0.2	0.1	0.2	1 012.8	1 389.1	253	0.7	1 435
51.3 Food, beverages, tobacco	3 380	2.3	0.8	3.1	678.0	923.2	5 516	0.4	1 632
51.4 Household goods	2 484	2.1	0.7	2.8	836.6	1 133.1	4 470	0.5	1 800
51.5 Non- agricultural intermediate products, waste and scrap	2 898	2.2	0.8	2.9	744.2	1 005.8	4 736	0.5	1 634
51.6 Machinery, equipment, supplies	842	0.8	0.3	1.1	968.1	1 299.9	1 578	0.5	1 874
51.7 Other wholesale trade	4 345	3.9	1.3	5.2	888.4	1 200.2	7 498	0.5	1 726

LV - 3.
Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel -costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio LVL)					(%)		
NACE 51 Wholesale trade	652.7	213.4	204.9	15.7	189.2	31.4	7.7	92.3
51.1 Fee or contract basis	6.5	3.3	3.2	0.3	3.0	50.2	9.1	90.9
51.2 Agricultural raw materials and live animals	3.1	0.4	0.4	0.2	0.1	12.1	65.8	34.2
51.3 Food, beverages, tobacco	170.9	52.0	49.6	3.1	46.5	29.0	6.3	93.7
51.4 Household goods	92.0	32.5	31.5	2.8	28.7	34.3	8.9	91.1
51.5 Non-agricultural intermediate products, waste and scrap	160.8	50.6	48.7	2.9	45.8	30.3	6.0	94.0
51.6 Machinery, equipment, supplies	21.7	10.2	9.8	1.1	8.7	45.1	11.2	88.8
51.7 Other wholesale trade	197.6	64.4	61.6	5.2	56.4	31.2	8.5	91.5

Figure – LV.1
Value added at market prices by activity (NACE) - 1996 (%)



LV - 4.
Purchases of goods and services by activity (NACE) - 1996

(Mio LVL)

	Purchases of goods and services for resale	Other purchases of goods and services	Total purchases of goods and services
NACE 51 Wholesale trade	436.6	16.7	453.3
51.1 On a fee or contract basis	3.2	0.1	3.3
51.2 Agricultural Raw materials and live animals	2.6	0.2	2.8
51.3 Food, beverages, tobacco	115.8	4.3	120.2
51.4 Household goods	60.4	3.6	63.9
51.5 Non-agricultural intermediate products, waste and scrap	110.2	3.2	113.4
51.6 Machinery, equipment, supplies	11.5	0.3	11.8
51.7 Other wholesale trade	132.9	5.0	137.9

LV - 5. Turnover by activity (NACE) and by products - 1996

(Mio LVL)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	652.7	6.5	3.1	170.9
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	-	-	-	-
Manufactured products, energy, and construction work	0.2	-	-	-
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	-	-	-	-
Wholesale trade	642.0	6.3	3.1	169.0
On a fee or contract basis	15.4	3.7	-	2.6
Agricultural raw materials and live animals	3.6	0	2.7	0.4
Food, beverages, tobacco	182.1	2.2	0.3	162.9
Household goods	80.1	-	0	0.4
Non-agricultural intermediate products, waste and scrap	147.7	-	-	0
Machinery, equipment, supplies	19.8	-	0	0.1
Other wholesale trade	193.4	0.4	-	2.5
Retail Trade services and repairs of personal and household goods	7.2	0	-	1.4
Non-specialised stores with food beverages or tobacco	-	-	-	-
Food beverages and tobacco in specialised stores	-	-	-	-
Pharmaceutical, medical, cosmetic and toilet articles	-	-	-	-
Other retail trade of new goods in specialised stores	-	-	-	-
Retail trade of second hand goods in stores	-	-	-	-
Retail trade not in stores	-	-	-	-
Repairs of personal and household goods	7.2	0	-	1.4
Hotels and Restaurant services	0.3	-	-	0.1
Land Transport and pipeline transport	-	-	-	-
Other transports and other services	3.0	0.1	0	0.4

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
92.0	160.8	21.7	197.6	Total turnover by product
-	-	-	-	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
-	0.2	-	0	Manufactured products, energy, and construction work
-	-	-	-	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
90.6	156.2	21.4	195.4	Wholesale trade
1.6	6.5	0.3	0.7	On a fee or contract basis
-	0.2	-	0.2	Agricultural raw materials and live animals
7.4	2.1	0.2	7.0	Food, beverages, tobacco
74.9	0.4	2.3	2.1	Household goods
1.9	144.5	0.2	1.1	Non-agricultural intermediate products, waste and scrap
1.5	0.1	18.0	0	Machinery, equipment, supplies
3.4	2.4	0.4	184.3	Other wholesale trade
1.0	3.6	0.3	0.9	Retail Trade services and repairs of personal and household goods
-	-	-	-	Non-specialised stores with food beverages or tobacco
-	-	-	-	Food beverages and tobacco in specialised stores
-	-	-	-	Pharmaceutical, medical, cosmetic and toilet articles
-	-	-	-	Other retail trade of new goods in specialised stores
-	-	-	-	Retail trade of second hand goods in stores
-	-	-	-	Retail trade not in stores
1.0	3.6	0.3	0.9	Repairs of personal and household goods
0	0.2	-	0	Hotels and Restaurant services
-	-	-	-	Land Transport and pipeline transport
0.4	0.7	0	1.2	Other transports and other services

LV - 6.

Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio LVL)	Gross investment per enterprise (1000 LVL)
NACE 51 Wholesale trade	582	28.6	9.0	15.5
51.1 Fee or contract basis	17	11.5	0.1	4.1
51.2 Agricultural raw materials and live animals	13	35.1	0.1	3.9
51.3 Food, beverages, tobacco	152	26.8	1.0	6.9
51.4 Household goods	110	31.3	1.9	16.9
51.5 Non-agricultural intermediate products, waste and scrap	110	32.7	2.8	25.5
51.6 Machinery, equipment, supplies	24	37.5	0.4	16.9
51.7 Other wholesale trade	156	29.2	2.8	17.8

LV - 7.

Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
				(1000 LVL)	
NACE 51 Wholesale trade	7	320.2	43.4	104.7	14.2
51.1 Fee or contract basis	3	43.7	17.3	22.3	8.9
51.2 Agricultural raw materials and live animals	5	82.7	16.0	10.8	2.1
51.3 Food, beverages, tobacco	6	301.5	48.1	91.6	14.6
51.4 Household goods	7	261.4	35.5	92.2	12.5
51.5 Non-agricultural intermediate products, waste and scrap	9	478.7	53.6	150.5	16.9
51.6 Machinery, equipment, supplies	13	339.5	25.3	159.8	11.9
51.7 Other wholesale trade	8	370.0	44.2	120.7	14.4

LITHUANIA

LT - 1.
Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
				(Mio LTT)			
Total	1 755	1 953	20 833	9 650.1	1 600.9	194.0	322.2
1 - Partnerships	402	427	1 473	855.3	241.1	8.0	12.4
2 - Enterprises	7	7	61	21.2	1.5	0.3	0
3 - State owned	1 345	1 518	19 277	8 773.0	1 358.3	185.7	309.8
4 - Municipality owned	-	-	-	-	-	-	-
5 - Co-operatives	1	1	22	0.6	0	0.1	-
6 - Sole proprietors	-	-	-	-	-	-	-

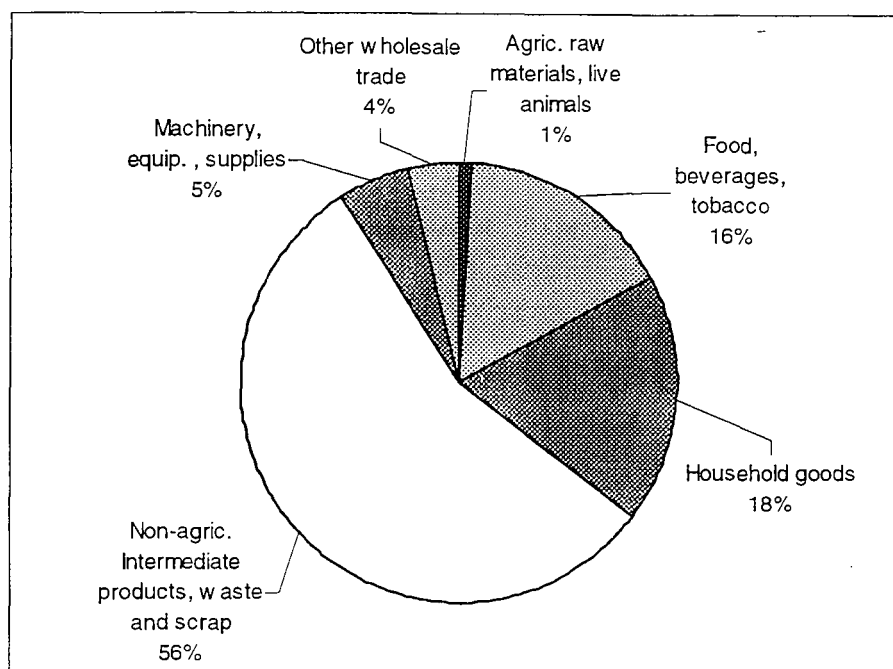
LT - 2.
Personnel costs and other ratios by components and activity (NACE) - 1996

	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio LTT)			(LTT)			(LTT)	
NACE 51 Wholesale trade	20 833	148.6	45.4	194.0	7 134.7	9 314.0	40 842	3.6	1 960
51.1 Fee or contract basis	-	-	-	-	-	-	-	-	-
51.2 Agricultural raw materials and live animals	379	2.9	0.9	3.7	7 575.0	9 856.0	721	4.0	1 903
51.3 Food, beverages, tobacco	6 186	33.9	10.3	44.2	5 473.0	7 144.3	12 162	2.8	1 966
51.4 Household goods	5 260	39.9	12.3	52.2	7 582.7	9 929.0	10 255	3.9	1 950
51.5 Non- agricultural intermediate products, waste and scrap	5 412	42.8	13.0	55.8	7 908.4	10 316.7	10 617	4.0	1 962
51.6 Machinery, equipment, supplies	2 169	19.7	5.9	25.6	9 065.8	11 805.2	4 309	4.6	1 987
51.7 Other wholesale trade	1 427	9.6	2.9	12.4	6 700.7	8 719.6	2 779	3.4	1 947

LT - 3.
Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel -costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio LTT)					(%)		
NACE 51 Wholesale trade	9 650.1	1 600.9	1 519.6	194.0	1 325.6	15.7	12.8	87.2
51.1 Fee or contract basis	-	-	-	-	-	-	-	-
51.2 Agricultural raw materials and live animals	108.3	14.7	14.0	3.7	10.2	12.9	26.8	73.2
51.3 Food, beverages, tobacco	2 467.2	258.7	237.1	44.2	192.9	9.6	18.6	81.4
51.4 Household goods	1 602.7	291.9	278.0	52.2	225.8	17.3	18.8	81.2
51.5 Non-agricultural intermediate products, waste and scrap	4 585.0	888.0	850.8	55.8	794.9	18.6	6.6	93.4
51.6 Machinery, equipment, supplies	529.2	85.7	81.0	25.6	55.4	15.3	31.6	68.4
51.7 Other wholesale trade	357.7	62.0	58.8	12.4	46.3	16.4	21.2	78.8

Figure – LT.1
Value added at market prices by activity (NACE) - 1996 (%)



LT - 4.
Purchases of goods and services by activity (NACE) - 1996

(Mio LTT)

	Purchases of goods and services for resale	Subcontracting incorporated in goods sold	Other purchases of goods and services	Total purchases of goods and services
NACE 51 Wholesale trade	6 468.7	174.4	1 659.8	8 303.0
51.1 On a fee or contract basis	-	-	-	-
51.2 Agricultural Raw materials and live animals	87.3	-	5.9	93.2
51.3 Food, beverages, tobacco	1 773.8	148.9	500.3	2 423.0
51.4 Household goods	1 230.6	18.4	88.2	1 337.2
51.5 Non-agricultural intermediate products, waste and scrap	2 713.5	4.3	1 004.6	3 722.4
51.6 Machinery, equipment, supplies	397.5	2.6	43.5	443.6
51.7 Other wholesale trade	266.1	0.3	17.3	283.7

LT - 5. Turnover by activity (NACE) and by products - 1996

(Mio LTT)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	9 650.1	-	108.3	2 467.2
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	-	-	-	-
Manufactured products, energy, and construction work	22.5	-	0.5	6.5
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	-	-	-	-
Wholesale trade	9 169.8	-	102.7	2 315.0
On a fee or contract basis	-	-	-	-
Agricultural raw materials and live animals	-	-	-	-
Food, beverages, tobacco	2 310.2	-	0.9	2 255.2
Household goods	1 467.2	-	0	23.8
Non-agricultural intermediate products, waste and scrap	4 222.9	-	5.4	21.5
Machinery, equipment, supplies	347.2	-	-	1.4
Other wholesale trade	822.2	-	96.4	13.1
Retail Trade services and repairs of personal and household goods	331.8	-	3.5	129.4
Non-specialised stores with food beverages or tobacco	-	-	-	-
Food beverages and tobacco in specialised stores	-	-	-	-
Pharmaceutical, medical, cosmetic and toilet articles	-	-	-	-
Other retail trade of new goods in specialised stores	-	-	-	-
Retail trade of second hand goods in stores	-	-	-	-
Retail trade not in stores	-	-	-	-
Repairs of personal and household goods	331.8	-	3.5	129.4
Hotels and Restaurant services	-	-	-	-
Land Transport and pipeline transport	20.2	-	-	6.3
Other transports and other services	105.9	-	1.6	10.0

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
1 602.7	4 585.0	529.2	357.7	Total turnover by product
-	-	-	-	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
2.8	8.6	4.0	0.1	Manufactured products, energy, and construction work
-	-	-	-	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
1 515.1	4 407.7	478.3	351.0	Wholesale trade
-	-	-	-	On a fee or contract basis
-	-	-	-	Agricultural raw materials and live animals
42.7	6.0	-	5.4	Food, beverages, tobacco
1 419.3	12.8	1.2	10.0	Household goods
32.9	4 142.0	3.0	18.1	Non-agricultural intermediate products, waste and scrap
2.6	27.5	314.0	1.8	Machinery, equipment, supplies
17.6	219.3	160.1	315.7	Other wholesale trade
69.9	87.6	39.0	2.3	Retail Trade services and repairs of personal and household goods
-	-	-	-	Non-specialised stores with food beverages or tobacco
-	-	-	-	Food beverages and tobacco in specialised stores
-	-	-	-	Pharmaceutical, medical, cosmetic and toilet articles
-	-	-	-	Other retail trade of new goods in specialised stores
-	-	-	-	Retail trade of second hand goods in stores
-	-	-	-	Retail trade not in stores
69.9	87.6	39.0	2.3	Repairs of personal and household goods
-	-	-	-	Hotels and Restaurant services
1.3	10.6	1.9	0.1	Land Transport and pipeline transport
13.6	70.5	6.0	4.2	Other transports and other services

LT - 6.
Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio LTT)	Gross investment per enterprise (1000 LTT)
NACE 51 Wholesale trade	1 124	64.0	322.2	286.7
51.1 Fee or contract basis	-	-	-	-
51.2 Agricultural raw materials and live animals	35	85.4	1.8	50.7
51.3 Food, beverages, tobacco	252	61.9	47.2	187.5
51.4 Household goods	288	57.8	39.8	138.3
51.5 Non-agricultural intermediate products, waste and scrap	319	69.7	203.1	636.6
51.6 Machinery, equipment, supplies	105	76.6	22.4	213.0
51.7 Other wholesale trade	125	58.4	7.9	63.5

LT - 7.
Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
		(1000 LTT)			
NACE 51 Wholesale trade	12	5 498. 6	453.9	912.2	75.3
51.1 Fee or contract basis	-	-	-	-	-
51.2 Agricultural raw materials and live animals	9	2 641.1	283.5	358.3	38.5
51.3 Food, beverages, tobacco	16	6 062.0	390.9	635.6	41.0
51.4 Household goods	11	3 218.3	296.7	586.1	54.0
51.5 Non-agricultural intermediate products, waste and scrap	12	10 010.9	835.5	1 938.8	161.8
51.6 Machinery, equipment, supplies	16	3 862.8	242.2	625.4	39.2
51.7 Other wholesale trade	7	1 671.5	239.9	289.7	41.6

POLAND

PL - 1.**Key data broken down by legal form of the enterprise - 1996**

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
				(Mio PLZ)			
Total	94 175	111 761	557 371	203 522.3	21 220.5	6 497.0	3 605.8
1 - Partnerships	1 675	3 170	43 169	21 471.8	1 384.8	464.3	257.8
2 - Enterprises	4 372	15 931	188 057	95 925.4	7 674.5	4 018.5	2 288.1
3 - State owned	236	1 517	22 232	5 709.9	487.0	411.2	55.4
4 - Municipality owned	3	12	297	18.1	5.1	3.7	0.2
5 - Co-operatives	580	2 334	20 111	2 688.1	360.5	263.0	24.8
6 - Sole proprietors	87 309	88 797	283 505	77 709.0	11 309.0	1 336.0	980.0

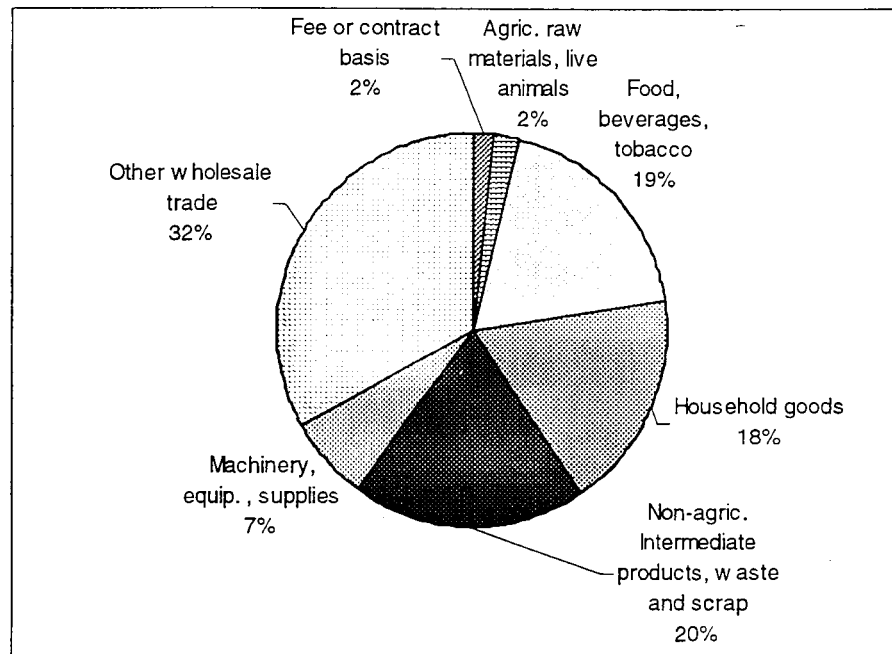
PL - 2.**Personnel costs and other ratios by components and activity (NACE) - 1996**

	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio PLZ)			(PLZ)			(PLZ)	
NACE 51 Wholesale trade	405 212	4 223.8	2273.2	6 497.0	10 423.7	16 033.6
51.1 Fee or contract basis	8 043	128.0	64.9	192.9	15 914.5	23 983.6
51.2 Agricultural raw materials and live animals	8 569	77.8	38.9	116.7	9 079.2	13 618.9
51.3 Food, beverages, tobacco	73 353	617.6	374.6	992.2	8 419.6	13 526.4
51.4 Household goods	57 549	584.7	275.8	860.5	10 160.0	14 952.5
51.5 Non- agricultural intermediate products, waste and scrap	73 928	852.6	422.9	1 275.5	11 532.8	17 253.3
51.6 Machinery, equipment, supplies	24 393	247.7	132.3	380.0	10 154.6	15 578.2
51.7 Other wholesale trade	159 377	1715.4	963.8	2 679.2	10 763.2	16 810.5

PL - 3.
Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel -costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio PLZ)					(%)		
NACE 51 Wholesale trade	203 522.3	21 220.5	20 831.6	6 497.0	14 334.6	10.2	31.2	66.6
51.1 Fee or contract basis	3 360.9	363.8	368.8	192.9	175.9	11.0	52.3	45.5
51.2 Agricultural raw materials and live animals	5 138.3	455.8	719.2	116.7	602.5	14.0	16.2	81.3
51.3 Food, beverages, tobacco	39 463.0	3 976.0	3 867.0	992.2	2 874.8	9.8	25.7	72.3
51.4 Household goods	24 195.9	3 787.7	3 696.2	860.5	2 835.7	15.3	23.3	75.1
51.5 Non-agricultural intermediate products, waste and scrap	45 661.9	4 177.3	4 123.1	1 275.5	2 847.6	9.0	30.9	66.1
51.6 Machinery, equipment, supplies	12 495.4	1 457.8	1 368.3	380.0	988.3	11.0	27.8	70.6
51.7 Other wholesale trade	73 206.9	7 002.1	6 689.0	2 679.2	4 009.8	9.1	40.1	57.7

Figure – PL.1
Value added at market prices by activity NACE - 1996 (%)



PL - 4.
Purchases of goods and services by activity (NACE) - 1996

(Mio PLZ)

	Purchases of goods and services for resale	Subcontracting incorporated in goods sold	Other purchases of goods and services	Total purchases of goods and services
NACE 51 Wholesale trade	170 635.2	195 770.3
51.1 On a fee or contract basis	2 539.3	3 241.4
51.2 Agricultural Raw materials and live animals	4312.3	5 126.4
51.3 Food, beverages, tobacco	35031.3	38 812.8
51.4 Household goods	20464.6	23 479.5
51.5 Non-agricultural intermediate products, waste and scrap	38 491.4	44 142.6
51.6 Machinery, equipment, supplies	9 971.0	11 423.9
51.7 Other wholesale trade	59 865.3	69 543.7

PL - 5. Turnover by activity (NACE) and by products - 1996¹⁾

(Mio PLZ)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽²⁾	141 800.0	3 360.9	2 894.1	22 056.8
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	65.7	2.2	5.4	10.8
Manufactured products, energy, and construction work	3 200.4	161.8	117.7	525.8
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	8 286.7	49.2	2.6	17.2
Wholesale trade	121 188.9	3 018.2	2 645.8	20 080.6
On a fee or contract basis	3 326.1	2 568.5	6.5	36.0
Agricultural raw materials and live animals	1 882.6	10.9	1 544.1	17.1
Food, beverages, tobacco	23 029.5	44.3	1 002.6	19 578.1
Household goods	16 246.9	88.5	0.5	42.8
Non-agricultural intermediate products, waste and scrap	30 420.7	119.0	12.7	24.2
Machinery, equipment, supplies	4 355.7	68.7	0	7.4
Other wholesale trade	41 927.5	118.5	79.4	375.0
Retail Trade services and repairs of personal and household goods	7 060.9	56.1	62.1	1219.0
Non-specialised stores with food beverages or tobacco	2 888.5	14.5	15.8	832.1
Food beverages and tobacco in specialised stores	517.8	5.0	1.5	313.7
Pharmaceutical, medical, cosmetic and toilet articles	752.4	5.3	0	2.6
Other retail trade of new goods in specialised stores	2594.8	26.4	41.5	69.4
Retail trade of second hand goods in stores	1.9	0	0.2	0
Retail trade not in stores	216.7	4.1	3.1	1.0
Repairs of personal and household goods	88.8	0.8	0	0.2
Hotels and Restaurant services	44.2	0.1	2.7	6.6
Land Transport and pipeline transport	357.0	7.0	16.1	64.2
Other transports and other services	1 596.2	66.3	41.7	132.6

⁽¹⁾ Enterprises covered: more than 5 persons employed

⁽²⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
16 222.9	36 867.7	4 903.9	55 493.7	Total turnover by product
1.2	10.4	2.0	33.7	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
140.8	529.4	142.3	1 582.6	Manufactured products, energy, and construction work
12.0	5 835.3	42.2	2 328.2	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
14 625.7	29 097.5	4 444.0	47 277.1	Wholesale trade
4.9	22.4	451.4	236.2	On a fee or contract basis
0.5	46.6	21.4	241.9	Agricultural raw materials and live animals
58.9	44.0	2.5	2 299.2	Food, beverages, tobacco
14 351.2	113.9	0	1 650.0	Household goods
49.3	28 411.9	53.6	1 750.1	Non-agricultural intermediate products, waste and scrap
6.3	38.7	3590.1	644.5	Machinery, equipment, supplies
154.6	420.0	325.0	40 455.1	Other wholesale trade
1 326.9	741.9	202.2	3 452.7	Retail Trade services and repairs of personal and household goods
66.0	60.1	12.4	1 887.7	Non-specialised stores with food beverages or tobacco
2.4	15.1	0	180.0	Food beverages and tobacco in specialised stores
665.8	42.1	0	36.6	Pharmaceutical, medical, cosmetic and toilet articles
571.6	610.4	156.5	1 119.2	Other retail trade of new goods in specialised stores
0.8	0.2	0	0.6	Retail trade of second hand goods in stores
0.9	14.0	25.3	168.3	Retail trade not in stores
19.6	0	8.0	60.2	Repairs of personal and household goods
0.7	17.0	1.0	16.0	Hotels and Restaurant services
12.8	63.6	2.7	190.5	Land Transport and pipeline transport
102.8	572.6	67.5	612.9	Other transports and other services

PL - 6.
Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio PLZ)	Gross investment per enterprise (1000 PLZ)
NACE 51				
Wholesale trade	6 584	79.8	3 605.8	38.3
51.1 Fee or contract basis	288	78.9	160.3	439.2
51.2 Agricultural raw materials and live animals	154	74.0	69.7	17.0
51.3 Food, beverages, tobacco	1 102	79.9	482.3	30.8
51.4 Household goods	848	77.8	412.7	23.8
51.5 Non-agricultural intermediate products, waste and scrap	1 098	83.4	877.6	54.0
51.6 Machinery, equipment, supplies	273	83.0	181.3	16.0
51.7 Other wholesale trade	2 821	79.2	1 421.9	48.8

⁽¹⁾ Enterprises covered: more than 5 persons employed

PL - 7.
Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
				(1000 PLZ)	
NACE 51					
Wholesale trade	5.9	2161.1	365.1	225.3	38.1
51.1 Fee or contract basis	23.9	9207.9	386.0	996.7	41.8
51.2 Agricultural raw materials and live animals	3.5	1254.5	358.3	111.3	31.8
51.3 Food, beverages, tobacco	6.3	2517.4	396.9	253.6	40.0
51.4 Household goods	5.0	1397.3	282.0	218.7	44.1
51.5 Non-agricultural intermediate products, waste and scrap	6.1	2809.1	458.5	257.0	41.9
51.6 Machinery, equipment, supplies	3.7	1105.6	296.4	129.0	34.6
51.7 Other wholesale trade	7.1	2510.1	353.1	240.1	33.8

ROMANIA

RO - 1.

Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
				(Mio ROL)			
Total	14 374	15 748	125 932	30 270 840	3 476 972	806 211	1 043 686
1 - Partnerships	-	-	-	-	-	-	-
2 - Enterprises	257	277	1 134	166 175	10 196	4 348	8 212
3 - State owned	1 008	1 192	60 299	11 246 085	1 157 777	450 195	416 337
4 - Municipality owned	8	8	832	22 343	3 559	3 810	664
5 - Co-operatives	1	1	142	23 820	2 707	998	487
6 - Sole proprietors	13 100	14 270	63 525	18 812 416	2 302 734	346 861	617 985

RO - 2.

Personnel costs and other ratios by components and activity (NACE) - 1996

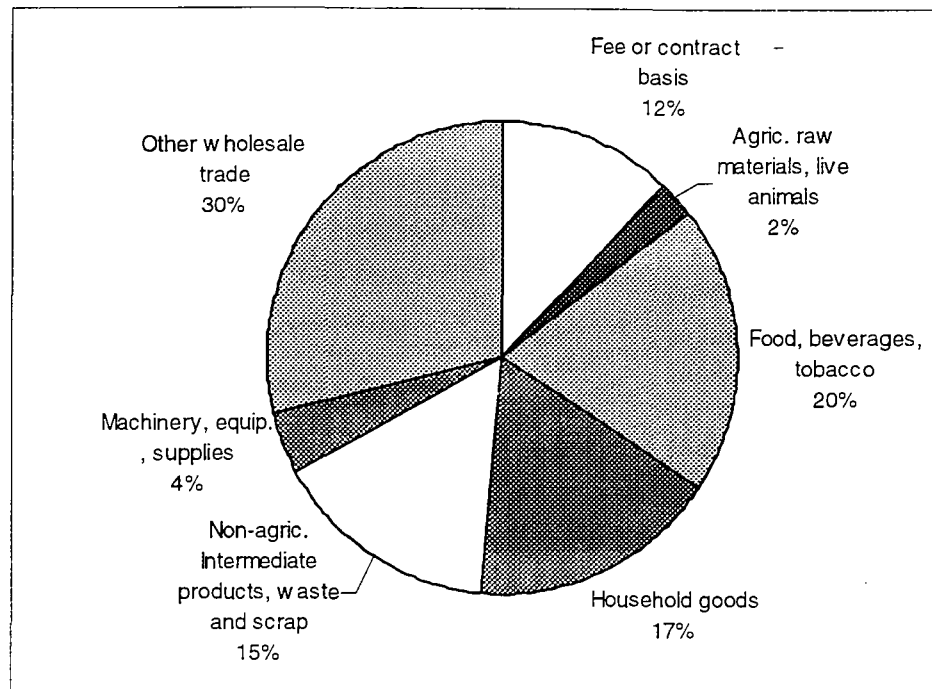
	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio ROL)			(ROL)			(ROL)	
NACE 51 Wholesale trade	125 932	630 955	175 256	806 211	5 010 282	6 401 958	310 870	2 030	2 469
51.1 Fee or contract basis	14 114	81 208	21 596	102 804	5 753 700	7 283 805	34 648	2 344	2 455
51.2 Agricultural raw materials and live animals	11 325	56 163	16 487	72 650	4 959 212	6 415 028	28 499	1 971	2 516
51.3 Food, beverages, tobacco	33 005	123 674	32 179	155 853	3 747 141	4 722 107	80 600	1 534	2 442
51.4 Household goods	21 612	104 200	28 529	132 729	4 821 401	6 141 460	53705	1 940	2 485
51.5 Non- agricultural intermediate products, waste and scrap	19 609	110 883	32 395	143 278	5 654 698	7 306 728	49 633	2 234	2 531
51.6 Machinery, equipment, supplies	5 585	36 621	10 819	47 440	6 556 963	8 494 155	14 125	2 593	2 529
51.7 Other wholesale trade	20 682	118 206	33 252	151 458	5 715 400	7 323 168	49 659	2 380	2 401

RO - 3.

Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel -costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio ROL)					(%)		
NACE 51 Wholesale trade	3 0270 832	3 476 970	3 581 629	806 211	2 775 417	11.8	22.5	77.5
51.1 Fee or contract basis	3 325 010	411 963	401 868	102 804	299 064	12.1	25.6	74.4
51.2 Agricultural raw materials and live animals	1 470 322	86 528	266 236	72 650	193 586	18.1	27.3	72.7
51.3 Food, beverages, tobacco	7 342 929	685 007	690 671	155 853	534 818	9.4	22.6	77.4
51.4 Household goods	4 645 192	605 783	593 731	132 729	461 002	12.8	22.4	77.6
51.5 Non-agricultural intermediate products, waste and scrap	5 812 925	534 245	481 852	143 278	338 574	8.3	29.7	70.3
51.6 Machinery, equipment, supplies	1 165 748	148 205	146 139	47 440	98 699	12.5	32.5	67.5
51.7 Other wholesale trade	6 508 707	1 005 239	1 001 132	151 458	849 673	15.4	15.1	84.9

Figure – RO.1
Value added at market prices by activity (NACE) (%) - 1996



RO - 4.
Purchases of goods and services by activity (NACE) - 1996

	<i>(Mio ROL)</i>			
	Purchases of goods and services for resale	Subcontracting incorporated in goods sold	Other purchases of goods and services	Total purchases of goods and services
NACE 51	25 232 240	35 413	2 765 273	28 032 918
Wholesale trade				
51.1 On a fee or contract basis	2 511 263	3 340	501 938	3 016 539
51.2 Agricultural Raw materials and live animals	1 184 663	8 051	248 997	1 441 711
51.3 Food, beverages, tobacco	6 297 962	15 953	641 945	6 955 857
51.4 Household goods	3 919 828	2 012	339 321	4 261 160
51.5 Non-agricultural intermediate products, waste and scrap	5 075 125	2 062	377 969	5 455 158
51.6 Machinery, equipment, supplies	976 059	1 301	101 911	1 079 272
51.7 Other wholesale trade	5 267 340	2 692	553 192	5 823 223

RO - 5. Turnover by activity (NACE) and by products - 1996

(Mio ROL)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	30 270 832	3 325 010	1 470 322	7 342 929
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	56 846	6 186	40 874	2 515
Manufactured products, energy, and construction work	187 466	23 955	13 957	46 322
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	382 416	18 097	149	12 153
Wholesale trade	28 199 548	3 131 342	1 363 949	6 741 312
On a fee or contract basis	2 958 048	2 767 572	2 489	54 518
Agricultural raw materials and live animals	1 377 646	145	1 324 965	29 220
Food, beverages, tobacco	6 926 114	104 781	17 650	6 485 574
Household goods	4 572 676	112 101	6 033	100 982
Non-agricultural intermediate products, waste and scrap	5 322 526	29 714	7045	36870
Machinery, equipment, supplies	1 078 726	5 721	275	958
Other wholesale trade	5 963 812	111 308	5 492	33 190
Retail Trade services and repairs of personal and household goods	1 084 807	103 304	20 201	448 967
Non-specialised stores with food beverages or tobacco	423 896	27 957	15 295	218 450
Food beverages and tobacco in specialised stores	254 151	23 096	2403	187 970
Pharmaceutical, medical, cosmetic and toilet articles	52 235	244	559	1 399
Other retail trade of new goods in specialised stores	314 001	44 719	1 277	26 696
Retail trade of second hand goods in stores	5 173	-	-	5130
Retail trade not in stores	27 567	7 288	667	9 314
Repairs of personal and household goods	7 784	-	-	8
Hotels and Restaurant services	39 432	2 797	1 952	22 031
Land Transport and pipeline transport	83 655	7 154	4 853	23 427
Other transports and other services	236 662	32 182	24 387	46 194

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
4 645 192	5 812 925	1 165 748	6 508 707	Total turnover by product
124	2 442	4 686	20	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
27 574	34 491	9 906	31 262	Manufactured products, energy, and construction work
10 422	314 442	15 338	11 814	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
4 309 325	5 320 760	1 078 107	6 254 749	Wholesale trade
35 947	31 986	4 316	61 221	On a fee or contract basis
506	20 910	5	1 896	Agricultural raw materials and live animals
65 063	13 879	2 907	236 260	Food, beverages, tobacco
4 131 653	54 150	9 812	157 942	Household goods
27 159	5 179 573	10 879	31 286	Non-agricultural intermediate products, waste and scrap
4 158	14 794	1 046 293	6 524	Machinery, equipment, supplies
44 839	5 468	3 895	5 759 620	Other wholesale trade
254 165	106 097	32 090	119 983	Retail Trade services and repairs of personal and household goods
49 795	33 160	6 450	72 790	Non-specialised stores with food beverages or tobacco
21 929	3 448	1 685	13 620	Food beverages and tobacco in specialised stores
48 137	242	708	945	Pharmaceutical, medical, cosmetic and toilet articles
127 055	60 039	22 965	31 250	Other retail trade of new goods in specialised stores
-	38	-	5	Retail trade of second hand goods in stores
1 373	7 420	282	1 223	Retail trade not in stores
5 876	1 750	-	150	Repairs of personal and household goods
2664	2 006	76	7 906	Hotels and Restaurant services
8 350	13 120	1 080	25 672	Land Transport and pipeline transport
32 566	19 565	24 467	57302	Other transports and other services

RO - 6.

Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio ROL)	Gross investment per enterprise (1000 ROL)
NACE 51 Wholesale trade	11 408	79.4	1 043 685	91 487
51.1 Fee or contract basis	1 665	74.1	103 130	61 940
51.2 Agricultural raw materials and live animals	285	84.8	133 141	467 162
51.3 Food, beverages, tobacco	3 285	79.8	244 607	74 462
51.4 Household goods	1 694	75.9	123 307	72 790
51.5 Non-agricultural intermediate products, waste and scrap	1 081	84.0	221 362	204 775
51.6 Machinery, equipment, supplies	278	82.7	27 242	97 994
51.7 Other wholesale trade	3 120	81.6	190 896	61 185

RO - 7.

Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
		(1000 ROL)			
NACE 51 Wholesale trade	11	2 105 943	190 750	241 893	21 910
51.1 Fee or contract basis	8	1 480 414	174 853	183 421	21 664
51.2 Agricultural raw materials and live animals	36	4 375 959	122 916	257 525	7 234
51.3 Food, beverages, tobacco	10	1 784 862	173 624	166 506	16 197
51.4 Household goods	12	2 081 180	176 235	271 408	22 983
51.5 Non-agricultural intermediate products, waste and scrap	18	4 516 646	254 284	415 109	23 370
51.6 Machinery, equipment, supplies	19	3 469 490	183 582	441 087	23 339
51.7 Other wholesale trade	8	1 702 513	218 003	262 945	33 670

SLOVAK REPUBLIC

SK - 1.**Key data broken down by legal form of the enterprise - 1996**

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
	(Mio SKK)						
Total	16268	-	85329	456262	61735	14698	16948
1 - Partnerships	5635	-	8553	44916	20186	969	1035
2 - Enterprises	676	-	3645	6153	3685	961	318
3 - State owned	9845	-	70057	396177	37039	12323	15390
4 - Municipality owned	37	-	277	1301	85	43	35
5 - Co-operatives	75	-	2797	7716	739	401	170
6 - Sole proprietors	-	-	-	-	-	-	-

SK - 2.**Personnel costs and other ratios by components and activity (NACE) - 1996**

	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
		(Mio SKK)			(SKK)			(SKK)	
NACE 51 Wholesale trade	85 329	11 204	3 494	14 698	131 307	172 252	153 774	73	1 802
51.1 Fee or contract basis	14 100	1 949	621	2 570	138 238	182 254	26 443	74	1 875
51.2 Agricultural raw materials and live animals	3 963	463	149	612	116 709	154 416	7 442	62	1 878
51.3 Food, beverages, tobacco	13 400	1 528	501	2 028	114 004	151 360	24 253	63	1 810
51.4 Household goods	18 659	2 504	754	3 258	134 179	174 608	34 112	73	1 828
51.5 Non- agricultural intermediate products, waste and scrap	14 580	2 063	663	2 726	141 487	186 969	24 942	83	1 711
51.6 Machinery, equipment, supplies	8 127	1 159	323	1 482	142 581	182 300	14 381	81	1 769
51.7 Other wholesale trade	12 500	1 540	483	2 023	123 173	161 809	22 202	69	1 776

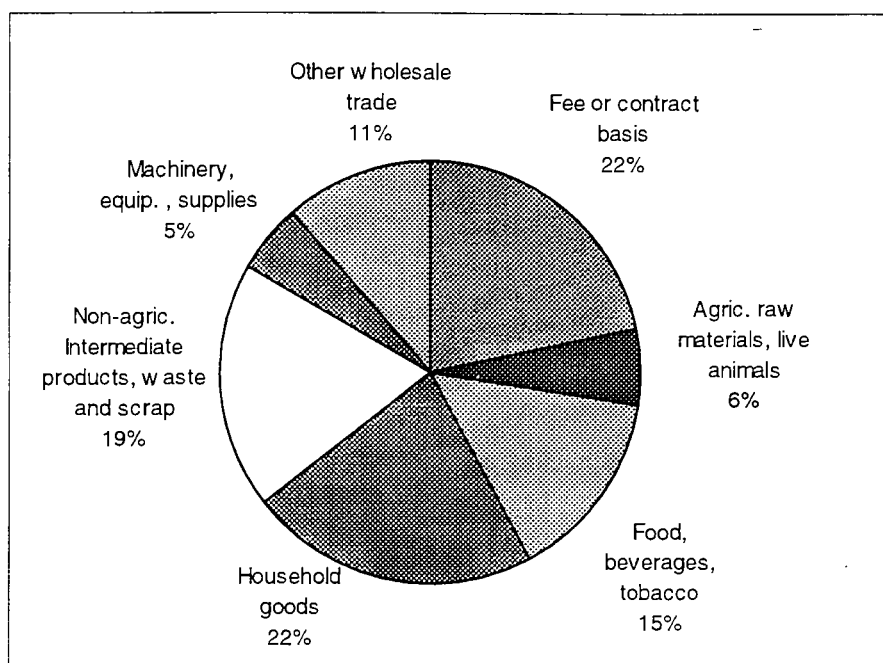
SK - 3.

Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel costs/ Value added at factor costs	Gross operating surplus/ value added at factor costs
	(Mio SKK)					(%)		
NACE 51 Wholesale trade	456 262	61 735	59 413	14 698	44 715	13.0	24.7	75.3
51.1 Fee or contract basis	58 995	13 297	12 780	2 570	10 210	21.7	20.1	79.9
51.2 Agricultural raw materials and live animals	17 900	3 678	3 470	612	2 858	19.4	17.6	82.4
51.3 Food, beverages, tobacco	71 411	9 068	8 880	2 028	6 852	12.4	22.8	77.2
51.4 Household goods	85 314	13 719	13 320	3 258	10 061	15.6	24.5	75.5
51.5 Non-agricultural intermediate products, waste and scrap	119 073	11 677	11 141	2 726	8 415	9.4	24.5	75.5
51.6 Machinery, equipment, supplies	31 773	3 266	3 087	1 482	1 605	9.7	48.0	52.0
51.7 Other wholesale trade	71 795	7 029	6 736	2 023	4713	9.4	30.0	70.0

Figure – SK.1

Value added at market prices by activity (NACE) - 1996 (%)



SK - 4.

Consumption of goods and services by activity (NACE) - 1996

(Mio SKK)

	Consumption of goods and services for resale	Consumption of materials and energy	Other consumption of goods and services	Total consumption of goods and services
NACE 51	363 467	13 861	19 378	396 706
Wholesale trade				
51.1 On a fee or contract basis	42 008	1 105	2 690	45 803
51.2 Agricultural Raw materials and live animals	9 821	2 738	1 805	14 363
51.3 Food, beverages, tobacco	57 574	2 093	3 159	62 826
51.4 Household goods	67 088	1 500	3 448	72 036
51.5 Non-agricultural intermediate products, waste and scrap	101 447	3 578	2 873	107 899
51.6 Machinery, equipment, supplies	26 188	810	1 677	28 675
51.7 Other wholesale trade	59 341	2 037	3 726	65 105

SK - 5. Turnover by activity (NACE) and by products - 1996

(Mio SKK)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	456 262	58 995	17 900	71 411
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	123	1	112	10
Manufactured products, energy, and construction work	2 070	630	25	25
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	3 895	110	-	7
Wholesale trade	435 882	54 792	15 234	68 648
On a fee or contract basis	53 830	49 411	127	80
Agricultural raw materials and live animals	17 764	2 178	14 224	1 123
Food, beverages, tobacco	71 691	1 783	140	65 069
Household goods	80 843	333	-	1 558
Non-agricultural intermediate products, waste and scrap	115 987	853	695	163
Machinery, equipment, supplies	30 632	125	48	-
Other wholesale trade	65 135	109	0	655
Retail Trade services and repairs of personal and household goods	5 602	496	66	1 972
Non-specialised stores with food beverages or tobacco	481	0	13	444
Food beverages and tobacco in specialised stores	1 147	-	-	1 115
Pharmaceutical, medical, cosmetic and toilet articles	262	0	-	2
Other retail trade of new goods in specialised stores	3 562	392	53	411
Retail trade of second hand goods in stores	-	-	-	-
Retail trade not in stores	-	-	-	-
Repairs of personal and household goods	150	104	-	-
Hotels and Restaurant services	4 653	2 255	2 188	55
Land Transport and pipeline transport	1 069	51	158	359
Other transports and other services	2 968	657	118	335

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
85 314	119 073	31 773	71 795	Total turnover by product
1	-	-	-	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
111	619	187	474	Manufactured products, energy, and construction work
223	3512	6	37	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
83 039	113 352	30 718	70 099	Wholesale trade
3 590	237	273	114	On a fee or contract basis
0	93	3	142	Agricultural raw materials and live animals
454	171	485	3 588	Food, beverages, tobacco
77 377	190	382	1 005	Household goods
129	111 999	15	2 133	Non-agricultural intermediate products, waste and scrap
27	486	29 448	496	Machinery, equipment, supplies
1 462	176	112	62 621	Other wholesale trade
1 108	987	344	629	Retail Trade services and repairs of personal and household goods
22	2	-	-	Non-specialised stores with food beverages or tobacco
-	-	-	32	Food beverages and tobacco in specialised stores
246	14	-	-	Pharmaceutical, medical, cosmetic and toilet articles
813	971	325	597	Other retail trade of new goods in specialised stores
-	-	-	-	Retail trade of second hand goods in stores
-	-	-	-	Retail trade not in stores
27	0	19	0	Repairs of personal and household goods
30	4	8	112	Hotels and Restaurant services
102	255	40	104	Land Transport and pipeline transport
702	345	471	340	Other transports and other services

SK - 6.
Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio SKK)	Gross investment per enterprise (1000 SKK)
NACE 51	10 032	61.7	16 948	1 689
Wholesale trade				
51.1 Fee or contract basis	2 442	44.3	2 447	1 002
51.2 Agricultural raw materials and live animals	242	49.0	702	2 901
51.3 Food, beverages, tobacco	871	62.1	2 929	3 363
51.4 Household goods	2 079	73.8	2 273	1 093
51.5 Non-agricultural intermediate products, waste and scrap	1 570	79.3	4 937	3 144
51.6 Machinery, equipment, supplies	945	83.9	1 851	1 959
51.7 Other wholesale trade	1 883	64.3	1 809	961

SK - 7.
Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
				(1000 SKK)	
NACE 51	7	28 047	4 157	3 795	562
Wholesale trade					
51.1 Fee or contract basis	4	10 693	2 734	2 410	616
51.2 Agricultural raw materials and live animals	10	36 235	3 532	7 446	726
51.3 Food, beverages, tobacco	11	50 899	4 673	6 463	593
51.4 Household goods	8	30 275	3 709	4 868	596
51.5 Non-agricultural intermediate products, waste and scrap	9	60 168	6 729	5 900	660
51.6 Machinery, equipment, supplies	9	28 192	3 315	2 898	341
51.7 Other wholesale trade	6	24 504	4 092	2 399	401

SLOVENIA

SI - 1.

Key data broken down by legal form of the enterprise - 1996

Legal form (National breakdown)	Number of enterprises	Number of local units	Number of persons employed	Turnover	Value added at market prices	Personnel costs	Gross investment in tangible goods
				(Mio SIT)			
Total	1 371	1 843	36 164	801 809	108 115	75 473	23 196
1 - Partnerships	1	1	5	158	158	-	9
2 - Enterprises	-	-	-	-	-	-	-
3 - State owned	27	27	118	4877	1 167	930	181
4 - Municipality owned	1 304	1 743	32 189	762 219	99 200	67 003	21 979
5 - Co-operatives	33	66	3 692	33 222	7 166	7 249	1 027
6 - Sole proprietors	6	6	160	1 334	424	291	-

SI - 2.

Personnel costs and other ratios broken down by components and activity (NACE) - 1996

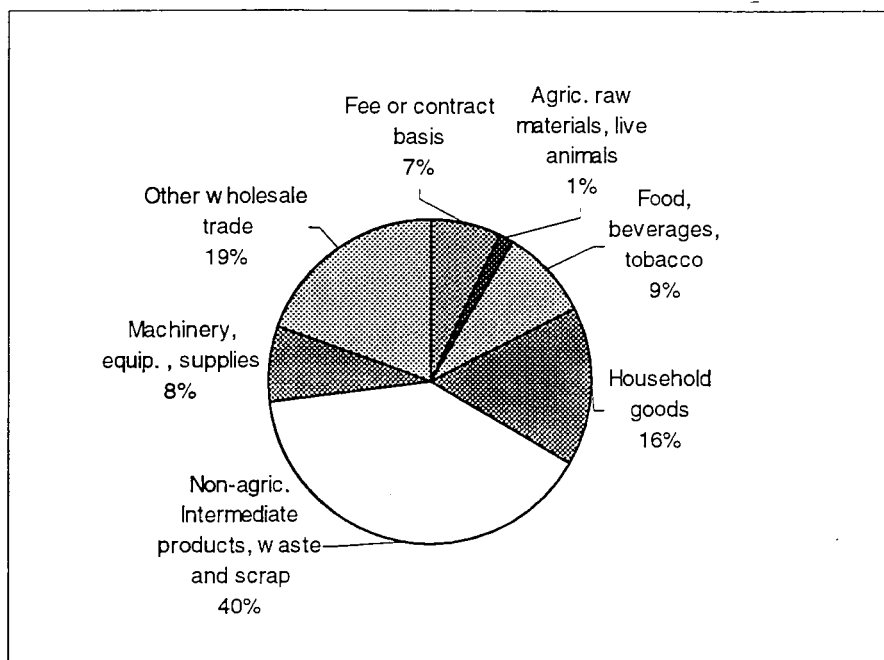
	Total number of employees	Wages and salaries	Social security costs	Total personnel costs	Wages and salaries per employee	Personnel costs per employee	Total number of hours worked	Wages and salaries per hour worked	Number of hours worked per employee
				(Mio SIT)		(SIT)		(SIT)	
NACE 51 Wholesale trade	36 164	65 171	10 273	75 472	1 802 085	2 086 950	62 203	1 048	1 720
51.1 Fee or contract basis	1 794	3 672	498	4 173	2 046 860	2 326 236	3 180	1 155	1 772
51.2 Agricultural raw materials and live animals	479	911	160	1 071	1 902 392	2 235 430	801	1 138	1 672
51.3 Food, beverages, tobacco	4 024	6 396	997	7 396	1 589 505	1 838 076	7 168	892	1 781
51.4 Household goods	6 204	10 996	1 757	12 760	1 772 387	2 056 789	10 291	1 068	1 659
51.5 Non- agricultural intermediate products, waste and scrap	14 809	26 329	4 005	30 339	1 777 899	2 048 700	25 256	1 042	1 705
51.6 Machinery, equipment, supplies	2 064	4 473	741	5 218	2 167 351	2 527 912	3 740	1 196	1 812
51.7 Other wholesale trade	6 790	12 393	2 115	14 515	1 825 172	2 137 687	11 767	1 053	1 733

SI - 3.

Main results and analytical ratios by activity (NACE) - 1996

	Turnover	Value added at market prices	Value added at factor costs	Personnel costs	Gross operating surplus	Value added at factor costs / Turnover	Personnel costs / Value added at factor costs	Gross operating surplus / value added at factor costs
	(Mio SIT)					(%)		
NACE 51 Wholesale trade	801 809	108 115	108 861	75 472	33 389	13.6	69.3	30.7
51.1 Fee or contract basis	50 539	7 358	7 357	4 173	3 184	14.6	56.7	43.3
51.2 Agricultural raw materials and live animals	23 600	1 558	1 558	1 071	487	6.6	68.7	31.3
51.3 Food, beverages, tobacco	92 643	9 867	10 237	7 396	2 841	11.0	72.3	27.7
51.4 Household goods	117 997	17 391	17 605	12 760	4 845	14.9	72.5	27.5
51.5 Non-agricultural intermediate products, waste and scrap	297 215	42 836	42 982	30 339	12 642	14.5	70.6	29.4
51.6 Machinery, equipment, supplies	44 051	8 109	8 108	5 218	2 890	18.4	64.4	35.6
51.7 Other wholesale trade	175 763	20 997	21 015	14 515	6 500	12.0	69.1	30.9

Figure – SI.1
Value added at market prices by activity (NACE) - 1996 (%)



SI - 4.
Purchases of goods and services by activity (NACE) - 1996

(Mio SIT)

	Purchases of goods and services for resale	Subcontracting incorporated in goods sold	Other purchases of goods and services	Total purchases of goods and services
NACE 51	:	:	:	:
Wholesale trade				
51.1 On a fee or contract basis	:	:	:	:
51.2 Agricultural Raw materials and live animals	:	:	:	:
51.3 Food, beverages, tobacco	:	:	:	:
51.4 Household goods	:	:	:	:
51.5 Non-agricultural intermediate products, waste and scrap	:	:	:	:
51.6 Machinery, equipment, supplies	:	:	:	:
51.7 Other wholesale trade	:	:	:	:

SI - 5. Turnover by activity (NACE) and by products - 1996

(Mio SIT)

	NACE 51 Wholesale trade	51.1 On a fee or contract basis	51.2 Agricultural raw materials and live animals	51.3 Food, beverages, tobacco
Total turnover by product ⁽¹⁾	801 809	50 539	23 600	92 643
Products of agriculture, hunting and forestry, fish and products of mining and quarrying	-	-	-	-
Manufactured products, energy, and construction work	-	-	-	-
Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel	-	-	-	-
Wholesale trade	801 809	50 539	23 600	92 643
On a fee or contract basis	50 539	50 539	0	-
Agricultural raw materials and live animals	23 600	-	23 600	-
Food, beverages, tobacco	92 643	-	-	92 643
Household goods	117 997	-	-	-
Non-agricultural intermediate products, waste and scrap	297 215	-	-	-
Machinery, equipment, supplies	44 051	-	-	-
Other wholesale trade	175 763	-	-	-
Retail Trade services and repairs of personal and household goods	-	-	-	-
Non-specialised stores with food beverages or tobacco	-	-	-	-
Food beverages and tobacco in specialised stores	-	-	-	-
Pharmaceutical, medical, cosmetic and toilet articles	-	-	-	-
Other retail trade of new goods in specialised stores	-	-	-	-
Retail trade of second hand goods in stores	-	-	-	-
Retail trade not in stores	-	-	-	-
Repairs of personal and household goods	-	-	-	-
Hotels and Restaurant services	-	-	-	-
Land Transport and pipeline transport	-	-	-	-
Other transports and other services	-	-	-	-

⁽¹⁾ See definition of products in the methodology

51.4 Household goods	51.5 Non-agricultural intermediate products, waste and scrap	51.6 Machinery, equipment, supplies	51.7 Other wholesale trade	
117 997	297 215	44 051	175 763	Total turnover by product
-	-	-	-	Products of agriculture, hunting and forestry, fish and products of mining and quarrying
-	-	-	-	Manufactured products, energy, and construction work
-	-	-	-	Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel
117 997	297 215	44 051	175 763	Wholesale trade
-	-	-	-	On a fee or contract basis
-	-	-	-	Agricultural raw materials and live animals
-	-	-	-	Food, beverages, tobacco
117 997	-	-	-	Household goods
-	297 215	-	-	Non-agricultural intermediate products, waste and scrap
-	-	44 051	-	Machinery, equipment, supplies
-	-	-	175 763	Other wholesale trade
-	-	-	-	Retail Trade services and repairs of personal and household goods
-	-	-	-	Non-specialised stores with food beverages or tobacco
-	-	-	-	Food beverages and tobacco in specialised stores
-	-	-	-	Pharmaceutical, medical, cosmetic and toilet articles
-	-	-	-	Other retail trade of new goods in specialised stores
-	-	-	-	Retail trade of second hand goods in stores
-	-	-	-	Retail trade not in stores
-	-	-	-	Repairs of personal and household goods
-	-	-	-	Hotels and Restaurant services
-	-	-	-	Land Transport and pipeline transport
-	-	-	-	Other transports and other services

SI - 6.

Gross investments by activity (NACE) - 1996

	Number of enterprises with investments	Percentage of total number of enterprises (%)	Total of gross investments (Mio SIT)	Gross investment per enterprise (1000 SIT)
NACE 51	964	70.3	23 196	24063
Wholesale trade				
51.1 Fee or contract basis	167	62.3	1 639	9 813
51.2 Agricultural raw materials and live animals	13	52.0	285	21 914
51.3 Food, beverages, tobacco	70	73.7	1 976	28 230
51.4 Household goods	132	68.8	2 039	15 444
51.5 Non-agricultural intermediate products, waste and scrap	208	72.7	9 802	47 123
51.6 Machinery, equipment, supplies	109	75.2	1 236	11 339
51.7 Other wholesale trade	265	73.6	6 220	23 473

SI - 7.

Additional ratios by activity (NACE) - 1996

	Number of persons employed per enterprise	Turnover per enterprise	Turnover per person employed	Value added at market prices per enterprise	Value added at market prices per person employed
		(1000 SIT)			
NACE 51	27	584 835	22 008	78 859	2 968
Wholesale trade					
51.1 Fee or contract basis	7	188 577	27 215	27 455	3 962
51.2 Agricultural raw materials and live animals	19	944 018	49 168	62 313	3 245
51.3 Food, beverages, tobacco	43	975 192	22 869	103 864	2 436
51.4 Household goods	32	614 568	18 913	90 579	2 787
51.5 Non-agricultural intermediate products, waste and scrap	52	1 039 215	19 996	149 776	2 882
51.6 Machinery, equipment, supplies	14	303 801	21 118	55 922	3 887
51.7 Other wholesale trade	19	488 231	25 640	58 324	3 063

Annex

Methodological notes

Methodological background

In general the annual structural survey on enterprises presents an instrument that allows for harmonised data collection on enterprises as laid down in the *Council Regulation (EC, Euratom) No 58/97 of 20 December 1996 concerning structural business statistics*. The reference year of the presented survey is 1996.

The annex of the above mentioned regulation provides a list covering the minimum requirements for data collection for each economic branch.

Annex I concerns services and equally activities for which no particular annex exists. Its number of variables is rather limited. Annex II refers to industrial activities, while Annex III refers to distributive trade activities and Annex IV to construction.

Participating countries

10 Phare countries have participated in the project:

- Bulgaria
- Czech Republic
- Estonia
- Hungary
- Latvia
- Lithuania
- Poland
- Romania
- Slovak Republic
- Slovenia

Objectives

The aim of the survey was to record:

- the existence of wholesale trade enterprises
- their main activity
- their number of person employed and employees
- their value of turnover
- the breakdown of turnover by product
- their value added
- their gross operating surplus

with regard to additional information:

- sale of own production goods
- sale of goods purchased for resale
- investment

Data sources

The universe was identified from administrative or (as far as existing) statistical registers, tax registers, census (in major cities), local lists or any other appropriate method. The survey was mainly carried out by mail.

Data collection methods

Eurostat provided participating countries with model questionnaires which to a limited extent could be adapted to the national situations (for example with regard to accounting rules, etc.). The model questionnaire was composed of 11 modules, some of which were optional. Their combination for the national surveys was decided by the Phare countries.

A priori three types of questionnaires were created, each of which determined by the number of persons employed in the enterprise (and eventually its legal status and turnover).



Questionnaire M

corresponds closely to the annual part of annex I and is used for very small enterprises.



Questionnaire S

corresponds closely to the annual part of annex III and is principally directed to small enterprises.



Questionnaire V

corresponds closely to the annual part of annex II, and is used for medium sized and large enterprises.

The number of variables included corresponds to this distinction. Thus questionnaire M includes less variables than S and questionnaire S less than V. The decision what type of questionnaire has to be used is made on the basis of the employment threshold. The choice of modules that set up the contents of the questionnaire and the employment threshold thus allowed to send out questionnaires adapted to the NACE in the field of the observed market activities.

The questionnaires were in every case adapted to the national accounting rules of the enterprises for each country.

Application in other sectors

The project provides a basis on which future national data collection on enterprise statistics can be built up or developed further. The structure of the questionnaires and the data processing procedures are in line with the SBS Council Regulation. With a limited number of adaptations the questionnaires and data processing software can be changed to fit surveys in other sectors. The project thus can be seen as an important step towards an advanced integration of the Phare countries and especially pre-accession countries into the European statistical system.

Statistical Classification of Economic activities in the European Community (NACE Rev.1)

Section G (partially covered)

51 Wholesale trade and commission trade, except motor vehicles, motorcycles

51.1 Wholesale on a fee or contract basis trade

- 51.11 Agents involved in the sale of agricultural raw materials, live animals, textile raw materials and semi-finished goods
- 51.12 Agents involved in the sale of fuels, ores, metals and industrial chemicals
- 51.13 Agents involved in the sale of timber and building materials
- 51.14 Agents involved in the sale of machinery, industrial equipment, ships and aircraft
- 51.15 Agents involved in the sale of furniture, household goods, hardware and ironmongery
- 51.16 Agents involved in the sale of textiles, clothing, footwear and leather goods
- 51.17 Agents involved in the sale of food, beverages and tobacco
- 51.18 Agents specialising in the sale of particular products or ranges of products n.e.c.
- 51.19 Agents involved in the sale of a variety of goods

51.2 Wholesale of agricultural raw materials and live animals

Note: These groups include only wholesale on own account

- 51.21 Wholesale of grain, seeds and animal feeds
- 51.22 Wholesale of flowers and plants
- 51.23 Wholesale of live animals
- 51.24 Wholesale of hides, skins and leather
- 51.25 Wholesale of unmanufactured tobacco

51.3 Wholesale of food, beverages and tobacco

- 51.31 Wholesale of fruit and vegetables
- 51.32 Wholesale of meat and meat products
- 51.33 Wholesale of dairy produce, eggs and edible oils and fats
- 51.34 Wholesale of alcoholic and other beverages
- 51.35 Wholesale of tobacco products
- 51.36 Wholesale of sugar and chocolate and sugar confectionery
- 51.37 Wholesale of coffee, tea, cocoa and spices
- 51.38 Wholesale of other food, including fish, crustaceans and molluscs
- 51.39 Non-specialised wholesale of food, beverages and tobacco

51.4 Wholesale of household goods

- 51.41 Wholesale of textiles
- 51.42 Wholesale of clothing and footwear
- 51.43 Wholesale of electrical household appliances and radio and television goods
- 51.44 Wholesale of china and glassware, wallpaper and cleaning materials
- 51.45 Wholesale of perfume and cosmetics
- 51.46 Wholesale of pharmaceutical goods
- 51.47 Wholesale of other household goods

51.5 Wholesale of non-agricultural intermediate products waste and scrap food

- 51.51 Wholesale of solid, liquid and gaseous fuels and related products
- 51.52 Wholesale of metals and metal ores
- 51.53 Wholesale of wood, construction materials and sanitary equipment
- 51.54 Wholesale of hardware, plumbing and heating equipment and supplies
- 51.55 Wholesale of chemical products
- 51.56 Wholesale of other intermediate products
- 51.57 Wholesale of waste and scrap

51.6 Wholesale of machinery, equipment and supplies

- 51.61 Wholesale of machine-tools
- 51.62 Wholesale of construction machinery
- 51.63 Wholesale of machinery for the textile industry and of sewing and of knitting machinery
- 51.64 Wholesale of office machinery and equipment
- 51.65 Wholesale of other machinery for use in industry, trade and navigation
- 51.66 Wholesale of agricultural machinery and accessories and implements, including tractors

51.7 Other wholesale

- 51.70 Other wholesale

Statistical Classification of Products by Activity (CPA) in the European Community

In table XX – 5 of each country of the National chapters, the products (in column) were defined on the basis of groups, divisions or sections of the CPA. These were as follows:

- ☐ Products of agriculture, hunting and forestry, fish and products of mining and quarrying

Aggregation: CPA Divisions 01 to 14, also corresponding to CPA sections A, B, C

- ☐ Manufactured products, energy, and construction work

Aggregation: CPA Divisions 15 to CPA 45, also corresponding to CPA sections D, E, F

- ☐ Trade, maintenance and repair services of motor vehicles and motorcycles, automotive fuel

Aggregation: CPA Division 50

- ☐ Wholesale trade

Aggregation: CPA Division 51

- On a fee or contract basis
Aggregation: CPA Group 51.1
- Agricultural raw materials and live animals
Aggregation: CPA Group 51.2
- Food, beverages, tobacco
Aggregation: CPA Group 51.3
- Household goods
Aggregation: CPA Group 51.4
- Non-agricultural intermediate products, waste and scrap
Aggregation: CPA Group 51.5
- Machinery, equipment, supplies
Aggregation: CPA Group 51.6
- Other wholesale trade
Aggregation: CPA Group 51.7

- ☐ Retail Trade services and repairs of personal and household goods

Aggregation: CPA Division 52

- Non-specialised stores with food beverages or tobacco
Aggregation: CPA Group 52.1
- Food beverages and tobacco in specialised stores
Aggregation: CPA Group 52.2
- Pharmaceutical, medical, cosmetic and toilet articles
Aggregation: CPA Group 52.3
- Other retail trade of new goods in specialised stores
Aggregation: CPA Group 52.4
- Retail trade of second hand goods in stores
Aggregation: CPA Group 52.5
- Retail trade not in stores
Aggregation: CPA Group 52.6
- Repairs of personal and household goods
Aggregation: CPA Group 52.7

- ☐ Hotels and Restaurant services

Aggregation: CPA Division 55, also corresponding to CPA section H

- ☐ Land Transport and pipeline transport

Aggregation: CPA Division 60

- ☐ Other transports and other services

Aggregation: CPA Divisions 61 to 95

Glossary of enquired variables

Gross investment in tangible goods

Investment during the reference period in all tangible goods. Included are new and existing tangible capital goods, whether bought from third parties or produced for own use (i.e. Capitalised production of tangible capital goods), having a useful life of more than one year including non-produced tangible goods such as land. The threshold for the useful life of a good that can be capitalised may be increased according to company accounting practices where these practices require a greater expected useful life than the 1 year threshold indicated above.

All investments are valued prior to (i.e. gross of) value adjustments, and before the deduction of income from disposals. Purchased goods are valued at purchase price, i.e. transport and installation charges, fees, taxes and other costs of ownership transfer are included. Own produced tangible goods are valued at production cost. Goods acquired through restructurations (such as mergers, take-overs, break-ups, split-off) are excluded. Purchases of small tools which are not capitalised are included under current expenditure.

Also included are all additions, alterations, improvements and renovations which prolong the service life or increase the productive capacity of capital goods.

Current maintenance costs are excluded as is the value and current expenditure on capital goods used under rental and lease contracts. Investment in intangible and financial assets are excluded.

Concerning the recording of investments where the invoicing, delivery, payment and first use of the good may take place in different reference periods, the following method is proposed as an objective:

- i) Investments are recorded when the ownership is transferred to the unit that intends to use them. Capitalised production is recorded when produced. Concerning the recording of investments made in identifiable stages, each part-investment should be recorded in the reference period in which they are made.

In practice this may not be possible and company accounting conventions may mean that the following approximations to this method need to be used:

- i) investments are recorded in the reference period in which they are delivered,
- ii) investments are recorded in the reference period in which they enter into the production process,
- iii) investments are recorded in the reference period in which they are invoiced,
- iv) investments are recorded in the reference period in which they are paid for.

Gross operating surplus

Gross operating surplus is the surplus generated by operating activities after the labour factor input has

been recompensed. It can be calculated from the value added at factor cost less the personnel costs. It is the balance available to the unit which allows it to recompense the providers of own funds and debt, to pay taxes and eventually to finance all or a part of its investment.

Income and expenditure classified as financial or extraordinary in company accounts is excluded from gross operating surplus.

Number of employees

The number of employees is defined as those persons who work for an employer and who have a contract of employment and receive compensation in the form of wages, salaries, fees, gratuities, piecework pay or remuneration in kind.

The relationship of employer to employee exists when there is an agreement, which may be formal or informal, between an enterprise and a person, normally entered into voluntarily by both parties, whereby the person works for the enterprise in return for remuneration in cash or in kind.

A worker is considered to be a wage or salary earner of a particular unit if he or she receives a wage or salary from the unit regardless of where the work is done (in or outside the production unit). A worker from a temporary employment agency is considered to be an employee of the temporary employment agency and not of the unit (customer) in which they work.

In particular the following are considered as employees:

- paid working proprietors;
- students who have a formal commitment whereby they contribute to the unit's process of production in return for remuneration and/or education services;
- employees engaged under a contract specifically designed to encourage the recruitment of unemployed persons;
- homeworkers if there is an explicit agreement that the homeworker is remunerated on the basis of the work done and they are included on the pay-roll.

The number of employees includes part-time workers, seasonal workers, persons on strike or on short-term leave, but excludes those persons on long-term leave.

The number of employees does not include voluntary workers.

The number of employees is calculated in the same manner as the Number of persons employed, namely as the number of jobs and is measured as an annual average.

Number of enterprises

This is a count of the number of enterprises registered to the population concerned in the business register corrected for errors, in particular frame errors. Dormant units are excluded. This statistic should include all units active during at least a part of the reference period.

Number of hours worked by employees

The total number of hours worked by employees represents the aggregate number of hours actually worked for the output of the observation unit during the reference period.

This variable excludes hours paid but not actually worked such as for annual leave, holidays and sick leave. It also excludes meal breaks and commuting between home and work.

Included are hours actually worked during normal working hours; hours worked in addition to those; time which is spent at the place of work on tasks such as preparing the site and time corresponding to short periods of rest at the work place.

If the exact number of hours actually worked is not known, it may be estimated on the basis of the theoretical number of working hours and the average rate of absences (sickness, maternity, etc.).

Number of local units

This is a count of the number of local units registered to the population concerned in the business register corrected for errors, in particular frame errors. Local units must be included even if they have no paid employees. This statistic should include all units active during at least a part of the reference period.

Number of persons employed

The number of persons employed is defined as the total number of persons who work in the observation unit (inclusive of working proprietors, partners working regularly in the unit and unpaid family workers), as well as persons who work outside the unit who belong to it and are paid by it (e.g. sales representatives, delivery personnel, repair and maintenance teams). It includes persons absent for a short period (e.g. sick leave, paid leave or special leave), and also those on strike, but not those absent for an indefinite period. It also includes part-time workers who are regarded as such under the laws of the country concerned and who are on the payroll, as well as seasonal workers, apprentices and home workers on the pay-roll.

The number of persons employed excludes manpower supplied to the unit by other enterprises, persons carrying out repair and maintenance work in the enquiry unit on behalf of other enterprises, as well as those on compulsory military service.

Unpaid family workers refer to persons who live with the proprietor of the unit and work regularly for the unit, but

do not have a contract of service and do not receive a fixed sum for the work they perform. This is limited to those persons who are not included on the payroll of another unit as their principal occupation.

Note: In order to check the comparability of data, it is necessary to indicate whether voluntary workers have been included under this heading or not.

Other operating costs

Other operating costs may for example consist of expenses for bookkeeping, consultancy, office stationery, recruitment, insurance premiums, costs of collective staff transport, cost of bank services (excluding interest payments), postal and telecommunication expenses (phone, telex).

Personnel costs

Personnel costs are defined as the total remuneration, in cash or in kind, payable by an employer to an employee (regular and temporary employees as well as home workers) in return for work done by the latter during the reference period. Personnel costs also include taxes and employees' social security contributions retained by the unit as well as the employer's compulsory and voluntary social contributions.

Personnel costs are made up of:

- wages and salaries
- employers' social security costs

All remuneration paid during the reference period is included, regardless of whether it is paid on the basis of working time, output or piecework, and whether it is paid regularly or not. Included are all gratuities, workplace and performance bonuses, *ex gratia* payments, thirteenth month pay (and similar fixed bonuses), payments made to employees in consideration of dismissal, lodging, transport, cost of living and family allowances, commissions, attendance fees, overtime, night work etc. as well as taxes, social security contributions and other amounts owed by the employees and retained at source by the employers.

Also included are the social security costs for the employer. These include employer's social security contributions to schemes for retirement pensions, sickness, maternity, disability, unemployment, occupational accidents and diseases, family allowances as well as other schemes. These costs are included regardless of whether they are statutory, collectively agreed, contractual or voluntary in nature.

Payments for agency workers are not included in personnel costs.

Production value

The production value measures the amount actually produced by the unit, based on sales, including

changes in stocks and the resale of goods and services.

The production value is defined as turnover, plus or minus the changes in stocks of finished products, work in progress and goods and services purchased for resale, minus the purchases of goods and services for resale, plus capitalised production, plus other operating income (excluding subsidies). Income and expenditure classified as financial or extra-ordinary in company accounts is excluded from production value. Included in purchases of goods and services for resale are the purchases of services purchased in order to be rendered to third parties in the same condition.

Note: Capitalised production includes the own-account production of all goods that are retained by their producers as investment. The latter includes the production of fixed tangible assets (buildings, etc.) as well as intangible assets (development of software, etc.). Capitalised production is unsold production and is valued at production cost. Note that these capital goods are also to be included in investment.

Note: Other operating income is a company accounting heading. The contents of this heading may vary between sectors and over time and as such can not be defined precisely for statistical purposes.

Purchases of goods and services purchased for resale in the same condition as received

Purchases for resale are purchases of goods for resale to third parties without further processing. It also includes purchases of services by "invoicing" service companies, i.e. those whose turnover is composed not only of agency fees charged on a service transaction (as in the case of estate agents) but also the actual amount involved in the service transaction, e.g. transport purchases by travel agents. The value of goods and services which are sold to third parties on a commission basis are excluded since these goods are neither bought nor sold by the agent receiving the commission.

When services for resale are referred to here, the services concerned are the output from service activities, rights to use pre-determined services, or physical supports for services. Purchases of goods and services purchased for resale in the same condition as received are valued at the purchase price excluding deductible VAT and other deductible taxes linked directly to turnover. All other taxes and duties on the products are therefore not deducted from the valuation of the purchases of goods and services.

The treatment of taxes on production is not relevant in the valuation of these purchases.

Social security costs

Employers' social security costs correspond to an amount equal to the value of the social contributions incurred by employers in order to secure for their employees the entitlement to social benefits.

Social security costs for the employer include the employer's social security contributions to schemes for retirement pensions, sickness, maternity, disability, unemployment, occupational accidents and diseases, family allowances as well as other schemes.

Included are the costs for all employees including homeworkers and apprentices.

Charges are included for all schemes, regardless of whether they are statutory, collectively agreed, contractual or voluntary in nature. Wages and salaries which the employer continues to pay in the event of illness, occupational accident, maternity leave or short-time working may be recorded here or under wages and salaries, dependent upon the unit's accounting practices.

Total purchases of goods and services

Purchases of goods and services include the value of all goods and services purchased during the accounting period for resale or consumption in the production process, excluding capital goods the consumption of which is registered as consumption of fixed capital. The goods and services concerned may be either resold with or without further transformation, completely used up in the production process or, finally, be stocked.

Included in these purchases are the materials that enter directly into the goods produced (raw materials, intermediary products, components), plus non-capitalised small tools and equipment. Also included are the value of ancillary materials (lubricants, water, packaging, maintenance and repair materials, office materials) as well as energy products. Included in this variable are the purchases of materials made for the production of capital goods by the unit.

Services paid for during the reference period are also included regardless of whether they are industrial or non-industrial. In this figure are payments for all work carried out by third parties on behalf of the unit including current repairs and maintenance, installation work and technical studies. Amounts paid for the installation of capital goods and the value of capitalised goods are excluded.

Also included are payments made for non-industrial services such as legal and accountancy fees, patents and licence fees (where they are not capitalised), insurance premiums, costs of meetings of shareholders and governing bodies, contributions to business and professional associations, postal, telephone, electronic communication, telegraph and fax charges, transport services for goods and personnel, advertising costs, commissions (where they are not included in wages and salaries), rents, bank charges (excluding interest payments) and all other business services provided by third parties. Included are services which are transformed and capitalised by the unit as capitalised production.

Expenditure classified as financial expenditure or extra-ordinary expenditure in company accounts is excluded from the total purchases of goods and services.

Purchases of goods and services are valued at the purchase price excluding deductible VAT and other deductible taxes linked directly to turnover.

All other taxes and duties on the products are therefore not deducted from the valuation of the purchases of goods and services. The treatment of taxes on production is not relevant in the valuation of these purchases.

Turnover

Turnover comprises the totals invoiced by the observation unit during the reference period, and this corresponds to market sales of goods or services supplied to third parties.

Turnover includes all duties and taxes on the goods or services invoiced by the unit with the exception of the VAT invoiced by the unit vis-à-vis its customer and other similar deductible taxes directly linked to turnover.

It also includes all other charges (transport, packaging, etc.) passed on to the customer, even if these charges are listed separately in the invoice. Reduction in prices, rebates and discounts as well as the value of returned packing must be deducted.

Income classified as other operating income, financial income and extra-ordinary income in company accounts is excluded from turnover. Operating subsidies received from public authorities or the institutions of the European Union are also excluded.

Note: Indirect taxes can be separated into three groups.

- i) The first comprises VAT and other deductible taxes directly linked to turnover which are excluded from turnover. These taxes are collected in stages by the enterprise and fully borne by the final purchaser.
- ii) The second group concerns all other taxes and duties linked to products which are either 1) linked to turnover and not deductible or 2) taxes on products not linked to turnover. Included here are taxes and duties on imports and taxes on the production, export, sale, transfer, leasing or delivery of goods and services or as a result of their use for own consumption or own capital formation.
- iii) The third group concerns taxes and duties linked to production. These are compulsory, unrequited payments, in cash or in kind which are levied by general government, or by the Institutions of the European Union, in respect of the production and importation of goods and services, the employment of labour, the ownership or use of land, buildings or other assets used in production irrespective of the quantity or the value of goods and services produced or sold.

Note: Turnover as defined above for statistical purposes comprises the accounting heading

- Net turnover

Value added at basic prices

Value added at basic prices is calculated from the production value plus subsidies on products less the purchases of goods and services (other than those purchased for resale in the same condition) plus or minus the change in stocks of raw materials and consumables less other taxes on products which are linked to turnover but not deductible. It represents the value added by the various factor inputs in the operating activities of the unit concerned.

Income and expenditure classified as financial or extra-ordinary in company accounts is excluded from value added.

Value added at basic prices is calculated "gross" because value adjustments (such as depreciation) are not subtracted.

Investment subsidies are excluded.

Value added at factor cost

Value added at factor cost is the gross income from operating activities after adjusting for operating subsidies and indirect taxes.

It can be calculated from turnover, plus capitalised production, plus other operating income, plus or minus the changes in stocks, minus the purchases of goods and services, minus other taxes on products which are linked to turnover but not deductible, minus the duties and taxes linked to production. Alternatively it can be calculated from gross operating surplus by adding personnel costs.

Income and expenditure classified as financial or extra-ordinary in company accounts is excluded from value added.

Value added at factor costs is calculated "gross" as value adjustments (such as depreciation) are not subtracted.

Value added at market prices

Value added at market prices is calculated from production Value, plus capitalised production, plus or minus the change in stocks, minus the purchases of goods and services.

Wages and salaries

Wages and salaries are defined as "the total remuneration, in cash or in kind, payable to all persons counted on the payroll (including home workers), in return for work done during the accounting period." regardless of whether it is paid on the basis of working time, output or piecework and whether it is paid regularly or not.

Wages and salaries include the values of any social contributions, income taxes, etc. payable by the employee even if they are actually withheld by the employer and paid directly to social insurance

schemes, tax authorities, etc. on behalf of the employee. Wages and salaries do not include social contributions payable by the employer.

Wages and salaries include: all gratuities, bonuses, *ex gratia* payments, "thirteenth month payments", severance payments, lodging, transport, cost-of-living, and family allowances, tips, commission, attendance fees, etc. received by employees, as well as taxes,

social security contributions and other amounts payable by employees and withheld at source by the employer. Wages and salaries which the employer continues to pay in the event of illness, occupational accident, maternity leave or short-time working may be recorded here or under social security costs, dependent upon the unit's accounting practices.

Payments for agency workers are not included in wages and salaries.

Abbreviations and other symbols used in this publication

Countries

BG	Bulgaria
CZ	Czech Republic
EE	Estonia
HU	Hungary
LV	Latvia
LT	Lithuania
PL	Poland
RO	Romania
SK	Slovak Republic
SI	Slovenia

Currencies

ECU	European Currency Unit
BGL	Bulgarian Lev
CZK	Czech Koruna
EEK	Estonian Kroon
HUF	Hungarian Forint
LVL	Latvian Lats
LTL	Lithuanian Litas
PLN	Polish Zloty
ROL	Romanian Leu
SKK	Slovak Koruna
SIT	Slovenian Tolar

Conventional symbols

-	Nil
0	Less than half the smallest unit
:	Data not available

Other abbreviations:

EU	European Union
GDP	Gross Domestic Product
Mio	Million
NACE	Statistical Classification of Economic Activities in the European Community
PPP	Purchasing Power Parities
SBS	Structural Business Statistics
VAT	Value Added Tax

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